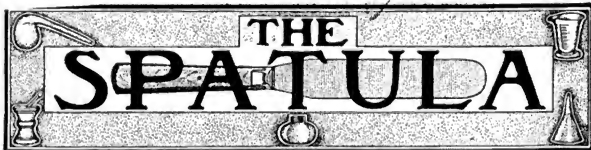


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MAY, 1902



An Illustrated Monthly Publication for Druggists.

Webb's Alcohol,

THE ACKNOWLEDGED STANDARD.

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is a favorite flavor of the greatest
popularity and retains its friends at
the Soda Fountain better than any
other, and is the most profitable.

Ginger-Sol
Alcohol
Water
That's All.

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with it. Prevents Con-
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STICKY



What and Where to Buy.

Trial Size Bottle, 4 doz. in case, per doz.	90
1/2 Pint Bottles,	1 90
Pint "	3 60
Quart "	7 20

THE SPATULA

What and Where to Buy.

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Fletcher's (gross lots, 5% & 2½% off.).....doz 2 80

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A first class machine for \$40.00.

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Salicylic Acid	} Entirely free of
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Crystals of Coumarin.....oz	
Formaldehyde.....oz	

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Chemicals and drugs of all kinds. "Every drug ground by us is botanically correct."

Sharp & Dohme, Baltimore, New York, Chicago and New Orleans.

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All kinds of heavy chemicals, patent medicines and druggists supplies.



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Dionin Tablets.....	¼ grn., 100 in bot.	.60
Tannofom, largely used in veterinary practice,.....	1 oz. ctn., 20, bulk 2.25 lb.	
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50 to 100 lbs. special prices

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Coca-Cola The Coca-Cola Company
Atlanta, Chicago;
Philadelphia, Dallas,
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Seth W. Fowle & Sons, Boston.
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Low Tile Co., 34 Portland St., Boston.
Puffer Mfg. Co., 44 Portland St., Boston.
John Matthews Apparatus Co., New York
Chas. Lippincott & Co., Arch St., Philadelphia.

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Kymo.—Saves 50% to 100% on Ice Cream. The Kymo Co., Box 187 A, Little Falls, New York.
Fruit Juices.—Crandall and Godley Co., 157 Franklin Street, New York.

THE SPATULA

What and Where to Buy.

FOUNTAIN SUPPLIES.—Continued.

Miners Fruit Nectar, Genuine Root Beer—Miner's Fruit Nectar Co., Malden, Mass.

Fruit Juices, etc.—Smith & Printer, Wilmington, Del.
Coca Cola—Coca Cola Co., Atlanta, Ga. Seth W. Fowle & Sons, 81 High Street, Boston, N. E. agents.

Phillips Fountain Chocolate—The Chas. H. Phillips Chemical Co., 128 Pearl Street, New York.

Aromatic Tincture of Orange, Cordial Celertine—Weeks & Potter Co., Boston, Mass.

Root Beer and Root Beer Cooler—Charles E. Bardwell, Holyoke, Mass.

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Lemon Squeezers, Milk Shakers, etc.—Erie Specialty Co., Erie, Penn.

Webb Ice Shaver—Fox, Fultz & Co., New York and Boston.

Tumbler Washers—L. L. Rowe, 24 Portland Street, Boston.

Carbonators—The New Era Carbonating Co., 12 Portland Street, Boston.

Gem Ice Cream Spoon—Gem Spoon Co., 4 Oakwood Avenue, Troy, New York.

Soda Water Guide, \$1.00, Placards, etc.—THE SPATULA, Boston.

Ice Cream Freezers, Cabinets, etc.—Thos Mills & Bro., Philadelphia.

Coupons and Tickets—The Boston Envelope Co., 291 Congress St.

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The Fly Button Co., Maumee, Ohio.
They kill flies and ants, almost instantly. Retail at 5 cents each.

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Tanglefoot.....case 3 20

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"Perfecto"

Crandall & Godley Co.,
157 Franklin St., New York.
All flavors.....gal. Jugs

GEM ICE CREAM SPOON.

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HOT SODA APPARATUS.

L. L. Rowe, 24 Portland St., Boston.



ILLUMINATED MORTARS.

Thomas Hughes, 20 Clinton Place,
New York.

For Oil, Gas or Electricity, new
designs. artistic finish.

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Thos Mills & Bro., Philadelphia.
Also Ice Cream Cabinets, Cough Drop machines and
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Lithographed Labels and Pill and Powder boxes.
S. Gummed Label Co., 537 Line St., No. Lancaster, Pa.

LANOLINE (British).

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1 lb. can.....35 per lb.
7 lb. can.....33 " "
14 lb. can.....32 " "
28 lb. can.....30 " "
Special quotations for quantity.



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Young & Smylie, Brooklyn,
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Y & S Stick Licorice, all sizes.
5 lb. boxes.....1 25

LINIMENT.



Minard's Liniment Mfg. Co.,
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2c. size.....2 00 per doz
\$1 ".....9 00 " "

L. S. Johnson & Co., Boston.

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A large line of Liquors for druggists' needs. Special
lists on application. Cordial Celertine is the thing.

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Full information on application.



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PENNYROYAL PILLS.

Chichester Chemical Co., Philadelphia.
Chichester's English Pills.....doz. 17 00
Special premium offer good for a short time longer.

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What and Where to Buy.

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Tablet Machines, all sizes, from \$25.00 up, Coating Pans, Sifters and Mixers, Ball Mills, etc.
Thos. Mills & Bro., Philadelphia, Pa
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.....per doz. 2 00

POWDER PAPERS.



Marston's Machine Folded Powder Paper.
A. L. Souther, 73 Green St., Boston, General Agent.
Prices per M... 6 30 to 6 70
Sample free.

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Hood's.....doz 8 75

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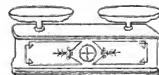
SCALES.

Springer Torsion Balance Co., 92 Reade St., New York.



Counter, glass case No. 234, each 30 00
Counter, hardwood case.....each 35 00
Counter, No. 236.....each 12 50
Handy, 8-oz., No. 302.....each 3 50
Prescription, No. 269, "The Favorite".....each 35 00
Prescription, No. 270.....each 25 00
Prescription, No. 271.....each 20 00
Prescription, No. 277.....each 12 50
Prescription, No. 278.....each 15 00

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Hurlburt & Co.,
575 Madison Ave., New York.
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SUPPOSITORY MACHINES.

The Bent Manufacturing Co., Hartford, Conn.
The Rapid Fire Suppository Machines, price \$30.

TOOTH BRUSHES.

Florence Mfg. Co., Florence, Mass.



The "Phrylactic" Tooth Brushes. Three sizes-adult's, youth's and child's.
Genuine always sold in yellow boxes. The world's famous tooth brush.
Hair Brushes—"Florence," "Keepclean," "Cosmeon," for sale by all jobbers.

TUMBLER WASHERS.

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"WIL-LOW" BRAND.

Willis H. Lowe, 247 Atlantic Ave., Boston, Mass.
Nu-Bay Essence, for making Bay Rum, 1/4 lb. \$.60, 1 lb. 2.00. Ginger-Sol, for making Ess. Jamaica Ginger 1/4 lb. 2.00, 1 lb. 7.50. Floral Oils, any odor, for making Fine Perfumes and Toilet Waters. Specify "Wil-low" through any jobber anywhere.

WINES AND WHISKEYS.

Clarke, Riley & Co., 35 & 37 Commercial St., Boston.
Good liquors of all grades for druggists purposes.



DRUGGISTS' PINS!

Oxidized and Bright Silver, with Ruby or Emerald Eyes, etc. Solid Gold, Roman or Bright Finish, \$1.50. Sent postpaid on receipt of price. Stamps accepted if in good condition.

Manufacturing Jewelers,
The J. ARTHUR CO., Colonial Arcade, Cleveland, O.

THE SPATULA

"KEEP SWEET."

AN ILLUSTRATED MAGAZINE FOR PHARMACISTS

VOL. VIII.

BOSTON, MAY 1902

No. 8.

Don't Worry!



Don't worry! Dr. Jones says it's one of the causes of gray hair. He connects the nervous system with the pigmentation of hair, and says emotionalism makes one gray. In other words "there is a close physiological connection between the cerebrospinal axis and the skin, and probably the nervous system has a dominating control over the pigmentary system." But don't worry about it!

Another Anti.

A Russian professor claims to have solved the perpetual puzzle "why does not the stomach digest itself?" by the discovery of a specific substance in the gastric mucosa which inhibits the action of pepsin. This substance is secreted by the cells and he calls its "antipepsin." Another substance which he calls "antitrypsin" he finds in the intestines, which inhibits the action of trypsin on the intestines.

A Factor to be Counted.

Few realize the influence of the newly graduated pharmacist upon pharmacy at large. His enthusiasm and professional

Journal of Special Circulation.

Address all correspondence and make all checks payable to

THE SPATULA PUBLISHING CO.,

Telephone
1521-4 Haymarket.

Sudbury Building,
Sudbury St., Boston, Mass.

"We wish to publish each month short accounts of methods pursued by different druggists to attract trade and facilitate their business. Every druggist who thinks he has a way of doing any particular thing connected with his business that is different and better than the way followed by other druggists, is earnestly requested to write and tell us about it, that his fellow pharmacists may have the benefit of his experience."

ideas are smiled upon, and wisdom-in-the-future is kindly predicted for him. But in time he carries many of his points. Enthusiasm counts for something, and advanced ideas are sure to succeed in the long run. The college educates the student, and the student slowly but surely educates the public. It is a gradual and somewhat slow process, and it is little noticed in the unfolding, but when the changes have come it is easy to look back and discern the road by which they came. The new graduate is a factor to be counted in the progress of pharmacy.

The New Graduates.

This season of the year sees a new influx of college graduates into the ranks of pharmacy. Fortunately for these, the demand for them is greater than the supply, and they do not need to fear the slow progress and privations that are common to most of the "overcrowded" professions. Pharmacy is overcrowded too, but not at the top. There is a better field immediately open to the pharmaceutical graduate than to the beginner in almost any other profession.

Tools.

It is an age of machinery, but the pharmacist is reluctant to recognize it. Few artisans try to get along with as meagre an equipment of tools as does the druggist. He seems to begrudge the little money necessary for an equipment of time-saving, and artistic-finishing tools. Some even pride themselves upon being able to do necessary work without

tools. Manual skill is worth something, but tools and machines put a big discount upon it. "Made better and more cheaply by machinery" is a widely applicable phrase of recent development, and it applies to pharmacy as much as to anything. Why handicap yourself with an inefficient working equipment, or with antiquated methods?

Original Ideas.

What a man believes determines what he will do. And what a man believes is determined quite as much by his desires and his moral principles as by his observation and judgment. Most people believe what they find easiest to believe, and what will give them the least trouble. That is not logical nor reasonable, but it is human nature. The kind of business that a young man will build up is pre-

the plant is in a kind of quiescent state and independent of external influences.

The great difficulty which meets the amateur grower is to know the exact time when the plant arrives at maturity; for without this knowledge all his efforts will be frustrated and his outlay dissipated. All the plants on a plot will not mature at the same time, but each one has to be examined separately. If the incision for extracting the opium is made too early in the plant, nothing but a white sap will exude, and if too late, the juice will have dried up.

The following instructions except when interfered with by climatic influences, should be carefully observed:

Land intended for the opium crop should be plowed up in July, in order to free it as much as possible from weeds before sowing the seed.

On irrigated lands (which are the best adapted for this crop), the whole surface must be laid out in terraces, larger or smaller as the land is flat or hilly, and each one must be surrounded by a small bank, say 6 inches high, so as to preserve a smooth and level surface, in order that the water may be turned on to an even depth. I have great doubts whether rain-watered land could be depended upon for the regular supply of moisture.

The seed is sown broadcast in September and October, on a level surface, and not on ridges. Previous to the sowing, the ground is cleared of stones and rubbish, as the plant can be easily obstructed in its growth.

When the seed is sown the water is turned on, and the ground is allowed to

remain without any further operation for two or three days, until the water has become absorbed and the outer surface has had time to dry a little. The ground is then raked over, so as to make a complete covering for the seed. If there should be no rainfall within a fortnight, the water is again turned on, and this is repeated at irregular intervals until the winter rains render it unnecessary. After the sowing and before the next watering, most cultivators sprinkle manure all over the terraces. Almost any kind impregnated with strong alkalis will do.

In about six weeks from the time of sowing, the plants will have shot forth four or five leaves. It may, however, be two months, for the weather is occasionally cool, and this retards growth. They should then be thinned out, so as to stand about 6 inches apart in all directions.

The plants are hardy and will stand the cold up to freezing point. During the winter no irrigation is needed; but here, from the end of March, the plants will have become vigorous and should have water, either by rain or irrigation at the least every ten days, or, if the weather is hot, every six or seven days. Again, about this time or a little later, manure is spread between the plants in order to keep them strong and stimulate the sap. It is, of course, necessary when the spring growth begins, to observe carefully the state of the plant and not give it too much water, or it will grow out of all proportion, and be utterly useless. The flowers will appear in May, and will continue for about a fortnight. After the flowers begin to droop, and

can be obtained if the sheet over window is hung by nails or picture mouldings, so that the top will be about three or four feet from the window, thus making a slanting screen.

If your subject is to be taken sitting, provide a comfortable chair in which there will be easy support for the back. This is necessary in order that the subject may not move during the exposure. You will find that a great variety of lights can be obtained by posing the subject at different angles and distances from the sheet. The shadows on the darker side of the face can be softened by use of a sheet or piece of white paper thrown over a folding screen, or high backed chair, or other piece of furniture. The strong contrasts can be modified by moving this screen around until the desired effect is obtained.

While one of the dollar backgrounds is desirable, yet it will be found that a neutral colored shawl, curtain, piece of felt, or even a good sheet of brown paper will make an artistic background. Paper on the wall will often answer, if not of too pronounced figure. The subject should not be posed too close to the background, as it is not desirable that the background be within the focal plane—that is to say, it is better to have the background out of focus.

Having your subject posed in the position to get the lights you desire, look on your ground glass, and get the focus right. It is my custom, after getting the focus sharp, to move the lens forward a trifle, thus making the focal plane come just in front of the subject's face. This makes a much softer picture

and saves considerable retouching. The examples shown have little or no retouching.

It will be found desirable in most cases to work with the largest stop in the lens, or with a full opening, as this will give sufficient detail, and in addition to this, more light is admitted and less time for exposure is required.

No definite rule can be laid down for time of exposure, as the amount of time required will depend on the size of window, the strength of light, the distance the subject is posed from the light, and the complexion of the subject. The examples shown in connection with this article were exposed eight to twenty-five seconds.

Care should be taken in the development of the plate that it is not carried too far, or that the developer is not too strong, as either of these troubles are likely to produce harsh negatives, and strongly contrasted pictures.

After the negative is thoroughly dried, defects of the complexion, wrinkles, etc., can be touched out, and shadows softened by retouching. A drop of retouching varnish should be thoroughly rubbed over the face and neck until it is dry. By holding the negative to the light, or placing in a retouching box, it can be retouched by using a hard pencil with an extremely long point, sharpened to a nicety by use of fine sand paper.

Care should be taken in printing, as over or under printing may spoil an otherwise good picture. A rough paper makes a softer and more artistic picture than the smooth. The subjects used for illustrating this article were printed on

a kind and genial disposition, he won many friends both in business and social life, and the fact that he stood high in the regard of his competitors spoke volumes in his behalf as a business man. Mr. Troemner is survived by a wife and two daughters.

Troemner's fine scales and balances have been before the public for nearly 60 years, and are used all over the United States, in all the government mints, assay offices, treasury and hospital departments, as well as in thousands of pharmacies and grocery stores.

The excellent likeness of Mr. Troemner published above is from a photograph which was kindly loaned to us by Mr. William G. Bell.

Potatoes Bad.

While it is probable that millions of persons have subsisted largely upon the potato, it is a dietetic fact that this important article of food is going out of fashion, and that at a very rapid rate. The best authorities frown upon it. Hygienic experts speak ill of it, and those who are in the habit of giving very close attention to the subject of scientific eating will have none of it, and are much given to declaring that the potato is responsible for more dyspepsia than anything else in the world.

Becoming Important.

According to the Austro-Hungarian consul at Shanghai, the sale of soda water apparatus is becoming more and more important, and is therefore worthy of special attention. The Chinese are fond of drinking soda water and lemonade in the summer, and of late years several firms have begun to make these beverages.

The Suburbanite.

By A LAYMAN.



IT was a pleasure to see by the April SPATULA that the article on "The Suburban Druggist," published in the February number, and written by myself, aroused at least one suburbanite to thought and action. Mr. John A. Ross, who wrote a reply to my article headed "The Suburban Druggist," evidently has corns upon which the writer has trodden with great severity. It is to be regretted, however, that he did not confine his remarks more to the facts in the case and less to a vituperation of the writer.

In my former article I signed myself "A Layman," and did not pretend to be anything else. Is Mr. Ross unmindful of the fact that his prosperity and the prosperity of all pharmacists depends upon laymen and not upon druggists? It is the laymen who buy, and what they think and what they do is, after all, worthy of some consideration, notwithstanding they may all be "wandering around in the gloom and darkness of ignorance."

The essential features of my former article were apparently not sufficiently noted by Mr. Ross, perhaps because he was somewhat blinded by his professional pride. To return to that bottle of bromo seltzer, for that is what it was, for which I paid 50 cents in a suburban

store when I could have bought it half an hour later in the neighboring city for 35 cents, the chief thing with which I found fault was not the price but the fact that the stuff was so old that it was brown, and had lost all its effervescent qualities. Mr. Ross may think it is business to run a store in this way, but I do not think many of his own customers will agree with him. Moreover, I regret to say that this is but a sample of what happens over and over again in many, if not a majority, of the suburban stores.

I had another illustration of this but a week ago, in fact illustrations are too numerous to enumerate, but this one is to the point, and can be understood by everybody. While waiting for an electric car ten or twelve miles from Boston I went into a drug store that happened to be near, and bought a quarter of a pound of peppermints. The price was 40 cents a pound, 10 cents a quarter pound. Of course, I bought as few as possible — 10 cent's worth. I think there is no one who will not agree that the price, under the circumstances, was high. At any rate peppermints are sold even in the same town in a number of places for half that price. But that is not all; the candy was so old and so tough that it could not possibly be eaten, and had to be thrown away, care being taken not to allow it to fall on the railroad track lest it should derail the car.

Mr. Ross may think this is good business, but I think the fact that the store in which the candy was bought was, at least metaphorically, covered with cobwebs, dark, dirty, and evidently on its last legs, refutes his idea better than anything I could possibly say.

The fact is, it is the opinion of A Layman that too many drug stores, even in the shadows of the big cities, are run on the principle of "soak it to him when you get a chance, for you will never get another."

It is a recognized fact by everyone who lives in the ordinary suburb that thousands and thousands of dollars' worth of business in the druggist's line goes every year by the local pharmacists' doors directly into the city. It should be the study, I believe, of every suburban pharmacist to waylay as much of this as possible, and I believe it is only the rare druggist who has awakened to a realization of how much of it it is possible for him to get if he only goes about it in the right way.

The average citizen has a prejudice in

favor of his own town, and had rather leave his money among his townfolks than spend it in the big city, if he can do so without too great a financial loss and too great inconvenience to himself. He cannot be expected, however, to suffer soaking indefinitely, and to being given worthless stuff every time he goes to patronize his local store. The layman may be a chump, but he knows enough to refuse to be laid as a sacrifice upon the altar of pharmaceutical old-fogyism.

As to posing as an "instructor and adviser to men who have made their profession their life study," my suggestions were solely along business and not along professional lines. There are certain fundamental business principles that apply to every business, and it is the druggist who has kept his eyes open and has followed in the wake of successful men in other lines, who has made a success of his business, not the one who perches on a pinnacle so far above ordinary mortals that he is liable to topple over some day and touch earth again with a dull thud.





[It is the wish of the editor of this department to make it of as great practical value to the readers of THE SPATULA as possible. With this end in view he earnestly requests the co-operation of every druggist interested in its success. He wants above everything else good original, workable formulas.]

A Sticker.

A. H. H. writes: "Once again I am going to trouble you if you think SPATULA, a recipe for is:

Acacia
Sugar
Flour
Alcohol

The trouble is that the "acacia lophanta" seems to be "non est." At least I have served subpoenas for it on half-a-dozen wholesalers, including C. N. Crittenden, of New York, but they are unable to find it. I would like to try this thing, but have begun to think the whole thing a hoax. If there is such a thing, or if it meanders under an alias, I would like to know it, also where I can locate a "rogues' gallery" in which his photograph and record appear. In other words, where to read up on it. Any attention you may see fit to give this I beg to thank you for in advance: also to apologize for taking up your valuable time. With best wishes for the SPATULA.

We cannot find it either. None of the varieties of acacia that we can find have any noxious properties. We wonder whether anhalonium seed was not intended. This is the Mexican *mescal button* which contains the alkaloid *lophophorine* among other things, and is sometimes used for poisoning small animals. Upon man it acts as a narcotic intoxicant, producing excitement and hallucinations, but no case of severe poisoning in man by it is known. Upon the lower animals, however, it acts somewhat

like strychnine, producing convulsions and death. Thus it might be termed a "non-poisonous rat bane." At any rate anhalonium would offer a substitute for the article directed, more satisfactory than the original because it can be obtained.

Toilet Waters.

Bijon Pharmacy, Shreveport, La. Gentlemen:

Ornithon 3lv
Tinct. musk 5ii
Alcohol 3xii
Water 3iv M.

Any of these mixtures can be added to ammonia as desired.

There is no permanent green color for violet, unless you wish to use a mineral color. For this, add enough potassium bichromate to the ammonia to obtain a bright yellow color, then add cautiously sufficient solution of copper sulphate to obtain a green tint. The copper solution must be added cautiously, and well mixed. If too much is added the green will be of a brownish color instead of bright. Only a very small quantity of bichromate will be needed, and for most purposes this form of color will not be objectionable.

Liniment.

L. W., Canada, asks for a formula for a liniment "good for man or beast and not too expensive."

The following is the best one we know, but we do not think it entirely satisfactory.

Fld. extract saw palmetto 3iv
Fld. extract sandalwood 3ii
Fld. extract corn silk 3vi
Comp. spirit of orange 3i
Alcohol 3iv
Aromatic elixir 3xvi

Mix the fluid extracts, add the alcohol in which the compound spirit of orange has been dissolved, then add the elixir slowly, shaking well after each addition. Finally add about half-ounce of calcium phosphate and after 24 hours filter.

Violet Ink for Rubber Stamp.

Methyl violet 3 B. 3i
Water 5iv
Alcohol 5iv
Syrup 3i
Glycerin 5i M.

Stimulating Liniment.

Capsicum 3iii
Oil wintergreen 5ii
Oil sassafras
Oil origanum aa 3ss
Benzine Oi M.

Linseed Emulsion.

Linseed oil 3xv
Acacia 3iii
Diluted hydrocyanic acid 3iiss
Oil wintergreen 5i
Oil cinnamon 5ii
Glycerin 5i
Syrup 3x
Water Oils. M. S. A.

Chocolate Emulsion.

Cod liver oil 3viii
Decoct. Irish moss 3v
Acacia 3i
Chocolate 3i
Water 3v
Hypophosphites 3iii. M. S. A.

Workable.

The following are some formulas that will "work," by B. S. Cooban, and published in the Bulletin of Pharmacy.

Elixir Saw Palmetto Comp.

C. A. C. asks for a formula for Elixir Saw Palmetto Comp.



(Cooban's)

Cooban's Astringent Wash.

Cucumber juice 5ss
Tinct. benzoin 3ss
Cologne 3i
Elder-flower water 3v

Add the tincture to the other ingredients previously mixed, and strain.

Cooban's Ready Liniment.

Water of ammonia 3i
Chloroform 3i
Ether 3ss
Camphor 5ii
Oil of cloves 5ii
Oil of sassafras 3i
Oil of turpentine 3ss
Alcohol 3xiv M.

Cooban's Beef, Iron & Wine.

Extract of beef 5viii
Detamrated Sherry wine 3xxvi
Alcohol 3iv
Citrate of iron and ammonia 3vss
Syrup 3xii
Tinct. of orange 3ii
Tinct. of cardamom Co. 7i
Citric acid gr x
Water to make Oze

Detamrate the wine by shaking with 1/2 ounce of hot sweet milk, then filter.

Cooban's Furniture Polish.

Lan-see oil 3ss
Oil of turpentine 3xii
Solution of antimony chloride 3i
Vinegar 3viii
Wood alcohol 3iii
Camphor 5ii
Ammonium chloride 5iii

Dissolve the camphor in the alcohol and the ammonium chloride in the vinegar, mix, and add the other ingredients in the order given, shaking thoroughly to obtain a smooth, creamy mixture.

Cooban's Lightning Renovator.

Stronger ammonia water 3i
Tinct. green soap 3iii
Sodium carbonate 3ii
Borax 5ii
Ether 3i
Alcohol 3i
Water to make Oil

Cooban's Toothache Cure.

Chloral hydrate 3i
Camphor 3i
Chloroform 3i
Ether 3i
Oil of cloves 3ii
Oil of peppermint 3ii
Alcohol to make Oi M.

Cooban's Corn Salve.

Salicylic acid 3ii
Ammonium chloride 3ii
Acetic acid 3iv
Lanolin 3i
White wax 5ii
Lard to make 3xvi

Ended.

The defendants in the Philadelphia phenacetin suit, after the United States Circuit Court of Appeals (which is the court of last resort in patent litigations) decided against them, brought the matter before the United States Supreme Court on a writ of certiorari. The United States Supreme Court decided against them on April 7, which ends forever any litigation in the Phenacetin patent.

A Good Thing.

Enclosed find check for \$1.00 to keep up a good thing for another year.

POWELL & GANSON.

Kenton, O., April 12, 1902.

The seeds of mate, or Paraguay tea, the beverage of twenty million South Americans, will not germinate until soaked in a salt of potassium.



THE SICK ROOM.

Getting Ready.

The section on practical pharmacy and dispensing of the American Pharmaceutical Association, offers the following list to indicate the style of matter that may be brought before the section. Greater latitude, however, is enjoyed by members and anything of practical value will be gladly welcomed:

Mortar and Pestle, or Spatula and Tile: Which offers the greater advantages for making pills, ointments or suppositories, considering time and efficiency?

"Time is Money:" Practical methods for saving it at the prescription counter.

Filtering Eye Solutions: Effective and speedy methods.

Glycerin: Its more extended employment as a solvent with the object of making preparations that are miscible with water.

Predigested Foods: Practical methods for preparing and preserving them.

Wines, Syrups and Elixirs of the Various Glycero-Phosphates: Simple and in combination.

Petroleum Emulsions: Simple and in combination, with hypophosphites, creosote, guaiacol. **Oily Sprays, Petroleum, etc.,** containing cocaine, phenol, iodine, menthol, eucalyptol, etc.

Mixture of Magnesium Hydrate.

Solution of Iron and Manganese Peptonates: Simple and with combinations.

Among the many exhibits will be:

Capsule filling and sealing devices, with products; suppository machines, moulds, improvised apparatus, with products; powder dividing and folding devices, blocks, patterns, etc., with products; prescription containers; labels and wrappings of all kinds; filling devices for prescriptions.

The Enno Sander prize of fifty dollars will be awarded the most deserving paper or combination of papers, formula and exhibit, presented.

One of the most valuable features of the work of this Section has been the discussion of prescription difficulties. In order to enable the Committee to obtain material for discussion, special envelopes have been sent out to the members.

Golden

The Association will hold its annual convention in Philadelphia the 6th and 7th of October, and by-lawed the association to hold the annual convention at the University of Pennsylvania College of Pharmacy, on 7th and 8th streets, above 7th. Wednesday and Thursday, October 6 and 7, 1852.

It is anticipated that on the occasion of the golden jubilee all of the living ex-presidents of the association will be in attendance. The following is the list of ex-presidents:

Dr. J. W. M. Gordon, Cincinnati, O.; Frederick Stearns, Detroit, Mich.; E. H. Sargent, Chicago, Ill.; Dr. Enno Sander, St. Louis, Mo.; Albert E. Ebert, Chicago, Ill.; John F. Hancock, Baltimore, Md.; Prof. C. Lewis Diehl, Louisville, Ky.; Wm. Saunders, Ottawa, Can.; Dr. Geo. W. Sloan, Indianapolis, Ind.; James T. Shinn, Philadelphia, Pa.; Prof. John Uri Lloyd, Cincinnati, O.; A. K. Finlay, New Orleans, La.; Prof. Joseph P. Remington, Philadelphia, Pa.; Edgar L. Patch, Stoneham, Mass.; Wm. Simpson, Raleigh, N. C.; Prof. James M. Good, St. Louis, Mo.; Joseph E. Morrison, Montreal, Can.; Henry M. Whitney, North Andover Depot, Mass.; Charles E. Dohme, Baltimore, Md.; Dr. Albert B. Prescott, Ann Arbor, Mich.; John F. Patton, York, Pa.

President H. M. Whelpley is appointing delegates to all of the state and territorial associations and urging all members of the A. Ph. A. to attend the meetings of their respective local organizations. Chairman J. W. T. Knox, of the Committee on Membership, is actively at work, and applications for admission to the association are being made from all sections of the Greater United States.

On The Doctors.

A country doctor was once riding over a wild stretch of down, and asked the lonely shepherd how he managed to get medical assistance for his wife in the isolated cottage where they lived.

"Well, sir," replied the shepherd, in all good faith, "we dwun't ha' no doctor; we just dies a nat'ral death."—Tid-Bits.



The Fountain and its Accessories.

CONDUCTED BY E. F. WHITE.

In Defence.



It is quite evident from the article published in the April issue that in replying to Mr. Davy's article I failed to make my position perfectly plain on the question of dispensing liquors and spirituous beverages at the soda fountain. I do not believe in selling them either under the guise of soda or under their own names, and there is not a man who could offer me money enough to do it for him. This is my position. I make a living at dispensing soda water, and a good one.

There is one more point I wish to touch upon. Mr. Talbott says, "It is a disgrace to the profession if it has come to the point that a pharmacy cannot be up-to-date unless it has a drinking saloon in connection with it," and I fully agree with him for he is now speaking of intoxicating drinks, and I will go further and say that no really up-to-date drug stores sell spirituous drinks at their fountains.

I must admit, and with shame, that there are some men who, under the pretext of keeping a drug store, use their privileges to see intoxicants in an illegal manner, but these stores grow smaller in number each year, especially as the pharmacists are learning that the selling of such drinks is hurting them instead of doing them good.

But when one says that the soda fountain is not almost part and parcel of the drug business, he is mistaken. It is a fact that in nine-tenths of the prosperous, up-to-date drug stores you will find a soda fountain, I mean *soda* fountain, not *liquor* counter.

Speaking of the doctors' trade, I had for some three years the charge of the soda department of a store in a small city of some 20,000 inhabitants, and our store was doing the largest soda business in the place, the fountain showing an average profit of about \$500.00 a month during June, July, August and September, and we had the pleasure of compounding the majority of the prescriptions written by any of the doctors of any consequence. Did it pay? I think it did, and the proprietor did not have to neglect his duties, and we didn't sell a drop of liquor in the store, much less at the fountain.

When you say, Mr. Talbott, that "Side Drinks" is an appropriate name for the SPATULA, I shall again have to disagree with you. Out of 45 pages of reading matter I have 4 each month for my department. I make it my aim to make this department of use to the *druggist* not to the bartender, and there are many evidences that I have succeeded.

My dear sir, every one is in business to make money: I am, you are, and we will do all we can to make money at fountain, candy or cigar counter, drugs or prescriptions, and few pharmacists would refuse to sell a customer a harmful patent medicine, one containing opium or

cocaine, etc., and let him get it somewhere else. Would you? I doubt it.

I trust I have made my personal position plain. I want everyone to know that soda water is a paying investment for the druggist if properly conducted.

That Mail Idea.

Last month I made an offer to manage fountains for all applicants for thirty days at one-half price, and while a large number have availed themselves of the offer at the time that this goes to the press, and applications are coming in daily, still I feel that there are a large number of my readers who would be interested if they only knew of the advantages gained by having a personal correspondence with me, and so I am going to hold the offer open for another month to give you all a chance. One thing I want to make plain, no matter how small your business is, I want you to write me as I am always willing to make things easy for any one who will only give me a chance.

Now is your chance, now is the time to start, don't delay too long but come into line, and if you desire to be ready for the summer customers you must be about it very soon. Just a line will secure for you a description of my methods and what I will do, and show you my terms. Why delay? It costs nothing to write me for terms and very little for my work if you accept this special offer. Address all correspondence to me at my address which will be found under the correspondence department.

Didn't Like Soda Water No.

I was glad to note the change in the text of the SPATULA in comparing the April number with the March number. March had 23 pages on the soda question; April only 4. This is as it should be. Keep it up and we will be with you.

ARTHUR D. TALBOT & CO.
Grinnell, Iowa, May 7, 1902.

All the strongest animals are vegetarians, the elephant being the most powerful and the rhinoceros next. The swiftest, the horse and antelope, are also vegetarians. Vegetarian creatures also live longer than meat eaters.

Prize Article.

Be Original.

By C. G. BUCHANAN.

NO matter how many drinks you may serve at the fountain try to have some of them which are distinctly your own, and which bear an air of proprietorship.

In order to do this it is not necessary that one originate an entire new formula—although he can do this if he so wishes and has the ability—but he can take some old standard flavor, improve it as much as he can, give it a name of his own, and then proceed to popularize it.

Chocolate is one of the easiest of flavors to do this with, partly because it is so popular and because it can so easily be made wrong or spoiled after making.

A red orange is easy to make and will sell, while "Blank's Mexican Vanilla" will taste better than just plain vanilla. A good peach called "Cling Peach," and said to be made from cling peaches, will be popular. "Blank's Florida Pineapple" may be the same as all others, but after a little advertising people will imagine that it tastes more like pineapples. Cherry is one of the best of flavors, yet it has never been very popular, and a little time spent in popularizing it will pay.

I know of a druggist who made a root beer which was no better than hundreds of other people make, but he called it his own, and advertised it, and shoved it. He dispensed it right, that is by drawing 1½ ozs. of syrup into a 9-ounce glass, and filling with water charged to 180, drawn flat, and stirred with a spoon, thereby putting it before a customer sparkling and delicious. No charging in fountains and drawing something which resembled beaten soap suds for him. He started it by giving it away, and in a short time his trade on the article was enormous, but he kept on pushing it and before the end of the season was bottling it for family use. Today, two years later, he runs a wagon every morning six days in the week delivering goods, and collecting empty bottles, while it keeps the delivery man busy all the afternoon filling up for next day. This in a town of 3000.

I know of another druggist who spent some time in perfecting his formula for orange phosphate. He made the syrup from fresh oranges, and in such a manner that it smelled of them, and tasted like them. It was always drawn flat with highly charged ice cold water, and a thin slice of orange floated on top. The trade took to it from the first, and he pushed it to the extent that people will now walk a dozen squares to get it, and he has it placed in the leading stores in the surrounding towns to whom he sells large orders of the syrup.

These results, while not common, are not extraordinary, and can be achieved by anyone who will pay the price, and that price is work, enterprise and keeping at it.

Correspondence Department.

While my aim in conducting this department is to obtain and publish all that is new and interesting pertaining to the soda water business, its manufacture and dispensing, still I feel that when the readers take a personal interest in the department, it is then and only then that the department is the most instructive to us all.

I desire that every reader of the SPATULA should feel free at all times to write us regarding things he thinks will be of interest to our readers, and also to ask any questions that admit of being answered through the columns of this paper.

Address all correspondence intended for publication in this department, or that relates to soda water, to E. F. White, P. O. Box 16, Long Island City, N. Y.

I have before me a large number of questions this month and that is just what I enjoy for then I realize that I am doing some one, if no more, a little good, so don't be afraid of the questions.

A. "Does it pay to have chairs at the soda bar?"

With very few exceptions it pays to have stools at your soda counter. The public, and ladies in particular, like to be seated when drinking a soda, especially when enjoying an ice cream soda. Then, too, your patrons when out shopping become tired and come in for a soda and a few minutes rest, so that it will pay you well to have them.

B. "Will it pay a druggist to have chairs and tables at which to serve ice cream or ice cream soda?"

This is a question not quite as easy to answer.

Much depends upon the location of a drug store and the community in which it is located. If you have the space and a family trade it will pay you, that is unless there is an ice cream parlor in your neighborhood which controls this class of trade. You also want to have enough trade to crowd the counter before you have the tables.

C. "Do you advise having an ice cream cabinet?"

If you sell ice cream it will pay you, as they are inexpensive, neat and clean. More, they save a goodly sum for ice in a year's time, to say nothing of the labor, etc. They also help to keep your cream in much better condition than you can ever hope to keep it in an ordinary ice cream tub.

D. "What is your opinion of an ice shaver and shaved ice?"

There is now a large demand in many sections for shaved ice in fountain beverages and even the phosphate must have a little fine ice to suit many. To be sure, shaved ice detracts from the value of a carbonated drink, but it is not a question of quality so much as it is that of a satisfied customer. Ice must be had for glacé, egg drinks, lemonades, etc., and so nearly every dispenser will find a shaver a very handy article.

E. "Would you use a tumbler washer or wash by hand?"

Where you have at any time anything that resembles a rush, a glass washer is a necessity. Small dispensers do not absolutely need them, much as they are convenient. When you have a tumbler washer, all glasses in which cream has been dispensed should be cleaned with sapolio or bicarbonate of soda, from time to time, to keep them bright.

F. "Are fans a necessity? Do you advocate their use?"

Fans are just about as near a necessity as anything can be. People drink soda on a warm day to cool off, and refresh themselves, and a fan certainly aids them in the enjoyment of their drinks for it cools them externally while the drink cools the inner man. Then, too, they keep your counter clear from flies. What a delight it is to sit down to a counter where the flies are conspicuous only by their absence.

The fans are made both for electricity and water power, so every one can have them.

G. "What in your opinion is the best lemon knife and would you have a lemon squeezer?"

The best lemon knife you can use is a kitchen knife that has been well sharpened. Lemons dull knives very rapidly so they should be sharpened often, and as the juice also discolors them they must be polished or scoured every day.

A lemon squeezer is a necessity if you are going to sell lemonades. They are made in many forms and shapes, so you can have one from 50 cents up to \$3 or \$4 as your business demands.

H. "Would you have white coats for an attendant in a small store?"

I would, most certainly. It gives a good impression and your patrons will think that you are in for doing things right. If you appear neat you will have the credit of being neat, otherwise you may not be so fortunate. Then, too, the white coat helps to save the clothes of a dispenser, which must soon become soiled no matter how careful he may be if they are not protected in some way.

The Charles Rice Memorial.

The board of trustees in conjunction with the committee of revision of the United States Pharmacopoeia, have appointed a memorial committee whose duty it is to solicit funds for the purpose of placing a suitable monument over the unmarked grave of the former chairman, the late Dr. Charles Rice, and to defray the expenses of preparing a memorial volume, to contain his portrait and a sketch of his life and labors. It is the purpose of this special committee to call attention through the columns of the various Pharmaceutical and Medical Journals to its subscription list, which thus far embraces an appropriation made by the board of trustees and the subscriptions of the individual members of the committee of revision, in addition to such funds as have been independently collected by Merck's Report and the American Druggist.

All persons are invited to contribute to this fund, who appreciate the labors of this great genius who sacrificed so much in the cause of

medicine and pharmacy, directing three decennial revisions of the United States Pharmacopoeia, the latter of which, as an authoritative and model work is unequalled by that prepared by any other committee. All contributions should be sent to either of the following: Virgil Coblenz, 115 West 68th street, New York City; S. A. D. Sheppard, 1129 Washington street, Boston, Mass.

The memorial committee consists of Prof. James H. Beal, Scio, Ohio; Prof. Virgil Coblenz, N. Y. City, N. Y.; Charles E. Dohme, Baltimore, Md.; Prof. Henry Kraemer, Philadelphia, Pa.; Prof. Joseph P. Remington, Philadelphia, Pa.; Samuel A. D. Sheppard, Boston, Mass.; Prof. Reynold W. Wilcox, N. Y. City, N. Y.

On The Doctor.

"Your cousin's medical practice, I suppose, doesn't amount to much yet?"

"No, I'm sorry to say. We relatives do all we can, but, of course, we can't be ill all the time."

New Use for Old Glory.

My uncle was peddling fruit last summer while the small-pox scare was on. He started through the gate of one place, when a woman ran out and cried: "Keep out, keep out, don't you see the flag?" He looked around and saw an American flag on the gate-post and on enquiring what the matter was, she said there was small-pox there and the doctor told her she would have to put out a flag, and she had done so.

E. J. EASTMAN.

Ashland, Ore.



PUT IT INTO YOUR GRIP.

headache at all, whether its small or a great big whopper, what you need is a 'Headache Stopper.' Kerr's Headache Stoppers. 10 Stoppers for 10 Coppers. 10 Powders for 10 Cents. Chas. D. Kerr, Wholesale and Retail Druggist."

It is well displayed and looked good in the paper, but the weak thing about it is its strength. That may sound odd, but it is true, nevertheless. It is altogether too strong, in fact, a little bit too free and easy for the different classes one talks to through the newspapers. If this ad were put on a mail card or slip and sent to a list of convivial chaps, it would likely make a hit, but you can't approach a refined woman (who may want to get rid of a headache) in that tone of voice or with that manner of speech. You can't let yourself loose in a newspaper ad; you are talking to too many different kinds of people. I don't mean that you should be stiff or stand on too much dignity, but there's a way of saying things without giving offense to people of breeding.

Mr. Stead's Circulars.

Mr. William J. Stead of Alberton, South Australia, sends me a batch of circulars, some of them good, and some, very bad. Mr. Stead can write good advertising if he wants to, but he labors under a delusion which the advertisers of this country have long cast aside, namely, that in order to get an ad read it is necessary to start it with some entirely irrelevant matter, gradually working up to what you want to say.

One little circular is illustrated with a poultry cut, and the headline is, "Never count your Chickens, etc." I thought that perhaps I was going to read something about poultry food. No indeed, Mr. Stead gradually leads you up from "chicken talk" to "Stead's Terebene Emulsion." I don't know the why.

Another.

Here's another, equally as silly:

"Is your name Smith? If it is, that's alright. There's no disgrace in being called Smith any more than there is in being called Brown, Jones or Robinson. Better be called Smith than to be designated Thief, Rogue, or Liar. I say—Is

your name Smith? Well, if it is, I may tell you that Old March has gone and Winter is upon us. Presently we shall have wet weather, and of necessity, an epidemic of Coughs and Colds. I make a good remedy for Coughs, called "Terebene Emulsion." It was very successful last year, and I have again commenced selling it. It's the Best Cough Remedy made, and relieves nine cases out of ten. If yours is the tenth case you can have your money back again if you want it! I sell it in bottle at 1s. and 2s. each. Stead, Pharm. Chem., Port Road, Alberton."

I haven't much patience with this sort of stuff, I am afraid. It belittles the man who uses it, wastes ink and paper, and tries the patience where it ought to attract the intelligence. If you have a knack of saying bright things that mean something, go ahead, but don't get silly.

Different.

There is one circular that is really clever, but it is like toying with fire,—borders too closely on the dangerous. It has a black border all around, and is headed:

In Memoriam.

In affectionate remembrance
of

Many Neuralgic Pains,

Aged 3 weeks,

which departed this life on
September 1. 1899, after a
short but ineffectual struggle
with a few doses of my Neu-
ralgia Cure Etc., etc.

One circular on seeds, another on mail orders. are two plain, unvarnished tales, that are the best advertising in the lot.

Hop Pillows.

A Canadian doctor when called to prescribe for insomnia always advises, before drugs are employed, a hop pillow instead of feathers. It is made of a thin muslin slip stuffed with hops and hop leaves and sprayed fresh with alcohol every night before the patient goes to bed. He claims that nine times out of twelve he has cured insomnia by this simple plan.

Some Sample Ads.**The Confidence**

of a physician is hard to win. It must be earned. We have the confidence of every physician hereabouts, because they all know how carefully and expertly we fill their prescriptions, what pure, good, strong drugs we use.

PUSH & PROSPER,
Honesty, Ky.

Toilet Requisites.

Hair brushes, with good stiff bristles put in to stay in. Combs that keep their teeth. Razors with keen edges that shave smoothly. Razor strops of good leather. Toilet soaps that are pure and good for the skin, perfumed or not. Shaving soaps that will lather well and don't dry on the face. That's the sort of things we sell.

PUSH & PROSPER,
Honesty, Ky.

Add prices to the above.

If Everybody Made Soda as We Do

there'd be more of the better kind served. Carbonated water with lots of life, the purest of concentrated fruit syrups, the most delicious of crushed fruits, with plenty of ice to keep them cool. Who wouldn't enjoy soda with good things like that in it? But how many use our kind of ingredients? Try and see. 5 cts. the glass; all flavors.

PUSH & PROSPER,
Honesty, Ky.

What's the Use of Experimenting

wish this, that or the other roach destroyer when

P. & P. ROACH POWDER will exterminate the pest with a certainty that will leave no roaches to tell the tale. 25 cents.

PUSH & PROSPER,
Honesty, Ky.

On The Doctor.

(Gathered from Foreign Exchanges.)

Elsie: "Yes, dear, my husband is a doctor, and a lovely fellow, but awfully absent-minded."

Ada: "Indeed?"

"Only fancy! During the marriage ceremony, when he gave me the ring, he felt my pulse and told me to put out my tongue."

Patient (mournfully): "My health is in a very low state, doctor."

Doctor (cheerfully): "Never mind about that, my dear sir, so long as your purse—beg pardon, pulse—isn't in a low state."

"So this is a healthy town?" interrogated the new arrival.

"Healthy ain't no name for it, sir," boasted the native. "Why, we have only three patients in the hospital."

"Who are they?"

"Why, the doctor, the undertaker, and the tombstone man. They are there for lack of nourishment."

"Good morning, children," said a physician, as he met three or four little children on their way to school, "and how are you this morning?"

"We daren't tell you," replied the oldest of the crowd, a boy of eight.

"Dare not tell me!" exclaimed the physician; "and why not?"

"Cause papa said that last year it cost him over fifteen pounds to have you come in and ask us how we were."

Books, Papers, &c.

**Gloria Cælum.***

There is something after all in the natural law of compensation. While there may not be perfect compensation for every ailment suffered by man there is yet frequently, if not always, at least a partial recompense for the evils endured. The blind cannot see the glories of the world around them, but they see into depths of the celestial spheres seldom penetrated by the vision of those who have eyes. Had not the author of this beautiful imaginative poem, "Gloria Cælum," been blind practically during all the years of his life, it is probable the book would never have been written. It is one of those works of pure imagination which, in the hurly-burly of the strenuous business life of today, are so rare that one, when it is produced by some seer favored by the muses, seems out of place,—a literary misfit. It is this fact that makes an epic of this kind especially remarkable and deserving of careful consideration. Mr. Waitt has given us a poem that takes us back a century or two,—to a time when epics were the food of children as well as of adults. He has told, in strong, well-measured, rhythmical hexameters, what a blind man beheld in the starry heavens, and he has told it in an interesting, spirited and poetic way. The writing of the poem was, no doubt, a solace to its sightless author, and it must be an additional satisfaction to him to feel that he did what he did so well.

* **GLORIA CÆLUM.** A volume containing a description in verse of wonders which a blind man beheld in the starry heavens, by Wilbur F. Waitt. Boston, A. I. Bradley & Co.

Another Soda Guide.*

"The Soda Water Formulary" just published by the Texas Druggists' Publishing Co., Dallas, Texas, is a neat and attractive book, substantially bound in cloth, and contains a great deal of matter of interest and value to whoever has a soda fountain. It does not claim to be especially original, as in it are found copious quotations from the SPATULA and other drug journals. We do not look upon this, however, as a defect, as excellent judgment has been shown in the selection. The book has much merit and should prove a very valuable handbook to any one in need of such a work.

Fire and Recuperation.

Our friend and neighbor the New England Druggist, we regret to announce, had at the beginning of the month a baptism of fire which seriously interfered with the printing of its May issue. Although the loss sustained was very heavy and the inconvenience most exasperating and annoying, the proprietors and Editor Hagar were equal to the emergency, and set to work with their customary enterprise on a reorganization of the plant with such satisfactory results that we learn the May issue will be, after all, but a few weeks delayed.

Good Booklet.

The Minard's Liniment Mfg. Co., Boston, Mass., has recently been putting out a great deal of most attractive advertising matter. One of their most recent pieces is a 30-page booklet containing a great many pictures of historic Boston with appropriate descriptive matter. Of course the company has not neglected the opportunity to say in the booklet a good word for its special liniment, but it is done in a way that does not prevent the booklet's being highly prized and of much value to whoever receives it.

A New Drug Journal.

We are glad to welcome to the field of pharmaceutical journalism a baby brother yclept the Southern Drug Journal which first opened its

* The Soda Water Formulary, a guide for the modern soda water dispenser and a compilation of the most recent reliable formulas for dispensing hot and cold soda. Collected by E. G. Eberle, Ph.D., Texas Druggist Publishing Company, Dallas, Texas. Price, post paid, \$1.00.

eyes a month or so ago in the balmy air of Atlanta, Georgia. Its editor is Mr. F. B. Hays, who for a number of years was connected, in an editorial capacity, with the grandfather of us all, the Druggists Circular, and who brings to this new work a ripe experience gained behind the prescription counter as well as at the editorial desk. We wish the youngster a lusty childhood and a vigorous manhood.

Rice Memorial.

The college of Pharmacy of New York City has issued a handsome brochure, in black and gold, containing the report of the Committee on Memorial to Dr. Charles Rice to the trustees of the college. It contains a very fine engraving of the deceased, which will be highly prized by all who knew Dr. Rice.

The Cow Pea.

Probably few of our readers ever heard of the cow pea. There is such a pea, however, a cross between a pea and a bean, and it grows prodigiously in certain parts of the United States. An essay has now been written upon this plant, and in it the wonderful agricultural product is fully described. The pamphlet is liberally illustrated. It is published, we believe, for gratuitous circulation, by the Experiment Farm of the North Carolina State Horticultural Society at Southern Pines, N. C.

Perfumers Proceedings.

Under the editorship of Mr. Henry Dalley, proceedings of the eighth annual meeting of the Manufacturing Perfumers Association held in February have been published in a handsome volume of over 200 pages. It is tastefully bound and beautifully printed. It contains a great amount of what must be most valuable information to everybody interested in the manufacture or sale of perfumes. Its classified list of proprietors of perfumes and of the various commercial names of manufactured odors must be worth a great deal to every member of the association. The organization is to be congratulated upon its methods of doing business.

In Central South America, eggs, cocoanuts, and chocolate, pass as currency of the realm.

Prize Winner.

In the March issue of the SPATULA, on page 333, we offered a year's subscription to the SPATULA to the druggist who would guess the nearest to the age of the child whose picture we published on that page. It was very pleasing to the SPATULA to find so much interest taken in this little divertissement, and to receive so many replies from so many subscribers from so many parts of the world, the answers having come from Boston, New Zealand and intermediate places. There was a great diversity in the ages of the child sent in. The nearest one, however, was that received from W. P. Hallett, of Stirling, Ill., who guessed the age as 31 months, 7 days. The correct age was 30 months and 1 day. The paid up subscription of Mr. Hallett has accordingly been extended one year.

New York—Not St. Louis.

The home office of the Rio Chemical Company is now and has been for some months in New York and not in St. Louis, the address attached to their advertisement in the April SPATULA calling attention to the change of size in the packages of S. H. Kennedy's extract of *Pinus Canadensis*. There was, by the way, much of interest to druggists in this announcement and those who have not read it should carefully look it up and do so at once.

Soda Checks.

The new idea in soda checks numbered consecutively that is being advertised by the Boston Envelope Company, 293 Congress street, Boston, is a good one and well worth the trouble of an investigation, especially as it costs but a postal card addressed to the company to get the full particulars. It certainly affords an easy and an inexpensive way for a druggist to increase his soda water sales.

Dr. Robert Koch, chiefly known in a popular way, through his efforts toward the cure of consumption, is to act as a sort of scientific piper of Germany, in an attempt to rid the empire of rats, which are supposed to be a potent factor in the spreading of contagious diseases.

1,437 Remedies.

The latest computation of the number of distinctly rheumatism cures puts it at 1,437. It is one of the peculiarities of rheumatism says the New York Sun, that the cures prescribed for it are more numerous even than the varieties of the ailment itself.

A brief enumeration of remedies includes horsechestnuts, wintergreen tablets, electric rings, magnetic watch charms, red flannel bandages—white flannel is considered of no efficacy—goats' milk, calisaya, horse hair poultices, raw onions carried in coat pockets, and ice cream soda.

These are only a few of the best known remedies, and do not include several which owe their fame to combinations of sundry ingredients. One old-fashioned cure is made up of a pint of old ale and a small measure of grated horseradish put in a jar or demijohn and allowed to stand over night, after which a glass is drunk before each meal.

In favor of many of the established whimsical rheumatism remedies, it is to be said that they are usually palatable, can be bought cheaply and are generally harmless, recalling in this particular the case of the patient for whom rock-and-rye was prescribed, and who declared that it did him great benefit—even with the rock candy left out.

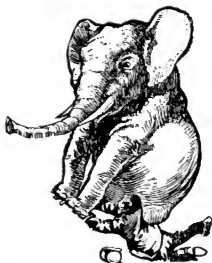
Rheumatism appears in so many forms, it effects or afflicts so many persons, it is so readily connected with weather conditions and the knowledge of its causes is so indefinite and on some points so much disputed, that the provocation to give remedies for rheumatism is readily understood, though this fact does not moderate the general conviction of acute sufferers from rheumatism that the remedies so freely offered them constitute an aggravation of the disease.

Patentability.

The degree of utility of a patented article does not affect the question of patentability, nor does the length of time it will last and continue useful, but if it is useful at all, that is sufficient to sustain the patent.

A Growing Abuse.

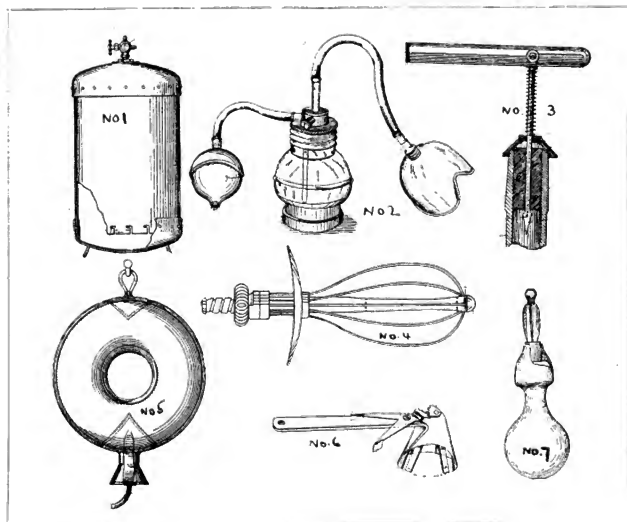
The medical profession owes it to itself and to the public, says the Medical Record, to take action against the custom on the part of some members of the profession of receiving commissions from instrument-makers, druggists and others to whom they may have occasion to refer patients. A truss manufacturer believes, as he states in a recent circular letter, that he has avoided further misunderstanding by offering to physicians a professional discount (so-called) of 25 per cent., which is to be forwarded to the physician referring the patient, each month following the full payment of account. For the sake of those members of the profession who still have some sense of decorum in such matters, the amount may be deducted, instead, from the patient's bill. No criticism, we suppose, attaches to the instrument-maker. He is in business, and as it is now on accepted tradition in the commercial world that anything to attract customers, not distinctly illegal, is allowable, he is quite within the ethics of his trade. The lamentable feature is that his circular reveals a benumbed ethical sense on the part of members of the medical profession that is derogatory to that body, and the fact that we know that such venal offenses have existed in the past is no consolation when we consider that this circular indicates that such conditions are wide-spread in the present.



AN ELEPHANT ON HIS HANDS.

THE SPATULA

What's New.



TANK FOR AERATED LIQUIDS.

No. 1. Patent No. 607,518. Patented by George S. De Lacy, New York, N. Y. Granted April 15, 1902.

INHALER.

No. 2. Patent No. 699,255. Patented by Ernest Stevens, Philadelphia, Pa. Granted May 6, 1902.

CORK-EXTRACTOR.

No. 3. Patent No. 607,587. Patented by Robert J. Williamson, Montmorency, Ind. Granted April 19, 1902.

SYRINGE.

No. 4. Patent No. 688,447. Patented by Corydon I. Rush, Kansas City, Mo. Granted April 29, 1902.

WATER-BAG AND SYRINGE.

No. 5. Patent No. 608,861. Patented by John P. Schan, Brooklyn, N. Y., assignor to Parker, Stearns & Sutton, New York, N. Y., a Corporation of New York. Granted April 29, 1902.

ICE CREAM DISHER.

No. 6. Patent No. 607,677. Patented by George W. Sherer, Rockford, Ill., assignor to Anna B. Sherer, Rockford, Ill. Granted April 19, 1902.

SYRINGE.

No. 7. Patent No. 608,511. Patented by Frederick H. Jones, Wakefield, Mass. Granted April 29, 1902.

What and Where to Buy.

EFFERVESCENT SALTS.

Hanson's Fountain Salts.

Hanson's Phospho-Bromate, per lb.,	.38
" " " 5-lb. pkg.,	1.65
Hanson's Seltzer-Phosphate, per lb.,	.50
" " " 5-lb. pkg.,	2.10
Hanson's Caffeine Hydrobromate, per lb.,	.40
" Citrate Magnesia, per lb.,	.30
" " " ½ lb.,	1.75
Hanson's Bromide Seltzer, per doz., 10c. sz.,	.50
" Lithia, per lb.,	.80
" " ½ lb.,	3.00
" " Compound, ½ lb.,	5.00

Assrt. order amounting to \$6.00, 10% dis. Ask your jobbers in all cities.

Green Cheese Color.

Some interesting investigations have been made into the green color for which some Italian cheeses are so remarkable. The color is not, as has sometimes been supposed, due to the action of bacteria, but is a consequence of the presence of copper in the cheese. To produce a good Parmesan cheese, the milk must reach a high degree of acidity; and while waiting for this proper pitch of acidity to be acquired, the milk in some parts of Italy is kept standing in copper vessels. During this period of repose, the milk takes up considerable quantities of copper; indeed, it is customary to estimate the degree of acidity attained by the milk by noting the gradual disappearance of the brightness of the highly-polished metallic surface. Dr. Mariani has examined twenty-five samples of green Parmesan cheese from various places, and has found that to about every two pounds of cheese there is present from 0.8 to 3.3 grains of copper. That this metal is solely responsible for the green color is evident from the fact that in the South of Italy cheese manu-

factured on the same principle, but in which the milk stands in tin-lined instead of copper vessels, does not acquire any green color.

Cruel.

"I am sure there is something the matter with my lungs; please tell me the truth," said a very anxious old lady to her physician the other day.

The latter made a careful examination and replied, "I find that your lungs are in a normal condition."

The patient, with a deep sigh of resignation, asked: "And about how long can I expect to live with them in that condition?"—*Tid Bits.*

Vaccination is now obligatory in France within the first year from birth, and must be followed by revaccination at the ages of 11 and 21.

FOR SALE: Imperial Reference Library, 6 volumes, new and up-to-date, worth \$40; will sell for \$25. O. & F., Blooming Prairie, Minn.

WANTED: situation by graduate, 7 to 8 years' experience, best of references from present and past employers, married, strictly temperate. Address Phenacature, care of Spatula.

HANSON'S BROMIDE-SELTZER

VERSUS

BROMO-SELTZER

THE HANSON GRANULE CO. will vigorously defend itself against this preposterous claim, as to alleged trade-mark rights, made by the EMERSON DRUG CO.

We desire to call the attention of our customers and the trade in general to the fact that HANSON'S BROMIDE-SELTZER has proven to be a superior article, and that it has become such a favorite with the public, that the manufacturers of Bromo-Seltzer, have been forced to attempt the old trick of intimidation—a law suit—the last resort. We have made a vigorous defence, but no further move has been attempted by them, and we notify all our customers that they need fear no trouble whatever, that we will protect and bond them, if necessary, from any claims on account of selling HANSON'S BROMIDE-SELTZER. We ask you to go back to the years of 1894-5 when this same "Bromo" litigant defended successfully an action against itself to stop using the name "Bromo"—their successful defence then; is our defence now—the law suit is merely a repetition of former attempts to scare.

Respectfully,

A Practical Co-operative
Stock Offering.

Send for Price List and
Plan of Co-operation.

HANSON GRANULE CO.,

A Co-operative Stock Co. of Retail Druggists,

675 Hudson Street, - - New York.

BUY A GROSS AND SAVE 5
and 2 1-2 per cent.

CASTORIA

Paid the War Tax.

\$33.60 per gross. \$2.80 per doz.

JOBBER SELL IN GROSS LOTS, 5% AND 2½% OFF.

This is the Genuine.

THE KIND YOU HAVE ALWAYS HANDLED.
IT PAYS TO HANDLE RELIABLE GOODS.

... Send for ...

Almanacs, Cards, Cartons and Counter Wrappers.

THE CENTAUR COMPANY,

77 Murray Street,
New York City.

Chas. H. Fletcher.
President.

BUY A GROSS AND SAVE 5
and 2 1-2 per cent.

Who can't sell 12 dozen per annum?

Family Combination.

Little Freddy: "Please, Mr. Druggist, papa wants some sticking-plaster, and mama wants a bottle of china cement."

Druggist: "Very well. What's wrong?"

Freddie: "Mama hit papa with the sugar bowl."

By Test.

In order to obviate the frequent disputes as to the ages of children, the steamboat authorities in Switzerland have decided that in every case where doubt arises the child must be measured. All children under 2 feet are to have free passage and those between 2 feet and 4 feet are to pay half fare.

THOS. MILLS & BRO.,

Incorporated.

1301 to 1309 N. Eighth Street,
PHILADELPHIA, PA.

Manufacturers of
ICE CREAM FREEZERS AND TOOLS,
COUGH DROP MACHINES, Etc.



PAN AMERICAN ICE CREAM
SANDWICH MOULD, PRICE \$1.00.

Latest Device for dispensing "Ice Cream Sandwiches" at Soda Counter. Very Popular.

SEND FOR CIRCULARS AND CATALOGUES.

Used on
Envelopes,
Lopes,
Letter
Heads,
Rottles,
Boxes,
Bundles,
Cards
and Tags

AN AD THAT STICKS

That's the kind you get when
you use our gummed labels.

1000

ADVERTISING
GUMMED
LABELS

50c

Size 1-1/8 x 1-1/2 inches, assorted colored paper,
printed to suit and prepaid in special box in ten
days. Best idea for price marking out. Send cash
and copy for labels to S. GUMMED LABEL CO.,
337 N. Tenth Street, Lancaster, Pa.

*We believe the booklet described
below affords the best and most economical
method possible for advertising your
fountain.*

What to Drink

Is an eight page booklet, 3 x 4 1/2 inches, printed on fine enameled paper in *two colors*. On each page is a handsome half-tone picture and just enough descriptive matter about your fountain to have people read it. Your name is printed on the front page, and on the back page is printed your special soda menu or any other matter you wish. We will send you one thousand of these for \$6.00. Your printer could not print them at any price. Send in your name for sample. The Spatula Advertising Bureau, Sudbury Building, Boston.

*Write to-day, your rival across
the street may write to-morrow; both
cannot get them.*



Free * THE DRUGGISTS' SUNDRYMAN. * Free

THE articles pictured on this page are taken from the 32 page MARCH DRUGGISTS' SUNDRYMAN, which contains a description of the most complete line of fountain accessories, at the lowest prices, to be had. It will be mailed free on request.

FOX, FULTZ & CO.,

31 Warren St., NEW YORK.

18 Blackstone St., BOSTON.

In Afghanistan.

Dr. Gray, in his work "At the Court of the Amir," thus describes treatment for various maladies pursued in Afghanistan: "For fevers, dyspepsia, gout, headache, or any feeling of malaise, the barbers bleed their patients; but besides these, which may be called the irregular bleedings, there are regular bleedings every spring and autumn. These are generally done out of doors by the roadside. The barber, squatting down by the side of his patient, makes his incision at the bend of the elbow; fortunately, not into the vein immediately over the great artery of the arm, the one usually bled from in England, but into one adjoining. The patient holds out his arm, and allows the blood to drip on to the ground till he thinks enough has run away. There is not the slightest attempt made to measure the quantity of blood lost. The only precaution taken is to avoid drinking any water for twenty-four hours afterward, lest it should mix with the rest of the blood in the vein and make it thin, or, if they do drink any, they hold the wounded arm above their heads to prevent the water running into it."

Pomegranate-wood is the heaviest known. A cubic foot weighs 8½ lb.

SODA WATER FORMULARY.

This is the name of the latest publication devoted to the soda fountain and its accessories. A book of 231 pages, containing over 1000 formulas.

..... PRICE, \$1.00

Apply

DALLAS DRUG COMPANY, DALLAS, TEX.

HOME Study of Pharmacy

Send a postal card to-day for explanatory prospectus of the best, most complete and thorough Correspondence Course of Pharmacy.

**Prepares for Board of Pharmacy Examination
Costs but TEN DOLLARS.**

A year's subscription to any Pharmaceutical Journal in the U. S., given to every student matriculating before July 1. Write now for full information.

**AMERICAN CORRESPONDENCE UNIVERSITY,
156 Fifth Avenue, New York.**

**STONE'S
JULEP STRAWS.**

Please the fastidious partakers of
extremely Cold or Hot Liquids. . .

They are Cleanly. Free from Taste or Odor.
Prevent all Drippings on Clothing.
Protect Sensitive Teeth from Extremes of
Cold or Heat.



By serving them at your Fountain you take a long step towards dispensing Perfect Soda Water. Recommend them instead of the glass medicine tubes.

They are cleaner, healthier and can not fill the patient's mouth with broken glass, while they may be bent to any desired shape.

Put up in packages of 100, especially for you to retail, or in 500 packages for Fountain Use. Specify which you prefer when ordering of your Wholesale Druggist or Sundryman.

Remember the manufacture of STONE'S STRAWS is protected by Patent of Oct. 16, 1884. Any infringement of Patent Rights will be promptly prosecuted to the full extent of the law.

Estate of

**M. C. STONE, Manufacturer,
WASHINGTON, D. C.**

109-111 Chicago St., N. E.

-All-
Up to date
Soda Fountains
 REQUIRE THESE
Necessary
Articles

OUR ILLUSTRATED CATALOGUE
 WILL TELL YOU ALL ABOUT THEM
ERIE SPECIALTY CO.
ERIE, PA.

WOOD
LEMON
SQUEEZER

QUICK AND EASY
COMBINATION
ICE SHAVER
AND CRUSHER

ACME
SODA
SPOON

WALKERS
QUICK AND EASY
LEMON SQUEEZER

WALKERS
QUICK AND EASY
COUNTER MILK SHAKER

ICE PICK NO. 104

THE IMPERIAL SHAKER



Pocket Spatula

THIS SPATULA is of the most serviceable kind and yet it may be closed like an ordinary pocket knife and carried in the pocket. It is six inches in length, with a handle of ebony and a blade of the very finest flexible steel. This is the most practical pocket spatula ever manufactured. It is small enough to allow the most dexterous handling and large enough for actual use in all the operations of pharmacy. Its fine flexible blade makes it especially applicable for cutting pills and dividing powders.

This pocket spatula and THE SPATULA one year for \$1.50, the pocket spatula alone will be sent on receipt of 75 cts. The name of the purchaser will be engraved on the blade for 25 cts. extra.

The RAPID FIRE SUPPOSITORY MACHINE
 ALWAYS READY

WHEN YOU WANT A SUPPOSITORY MACHINE SELECT A
"RAPID FIRE"
 AND YOU
 WILL BE
 SATISFIED.

QUICK AND THOROUGH. STRONG AND DURABLE
 PATENTED 1902
 SEND FOR CIRCULAR
THE BENT MFG. CO.,
 HARTFORD, CONN.

Pharmaceutical Problems.

"Pharmaceutical Problems and Exercises," by Professor Oscar Oldberg. Third Edition. 12mo. Price postpaid, \$1.40; with THE SPATULA, one year, \$2.00.

FOUNTAIN SPECIALTIES.

NATURAL FRUIT JUICES.
 CONCENTRATED FRUIT SYRUPS.
 UNFERMENTED GRAPE JUICE.
 EXTRACTS. - - SOLUBLE ESSENCES.
 FRUIT SHRUBS. - - - FRUIT ACIDS,
 RASPBERRY VINEGAR, ORANGEADE,
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Send for our Catalogue and Soda Manual before ordering
 Mailed Free.

SMITH & PAINTER, WILMINGTON,
 DELAWARE.

DO YOU WANT

to make use of your ideas? For information address THE PATENT RECORD, 602 G Street, N. W. WASHINGTON, D. C.

The KHOTAL



An Oil-consuming
**BUNSEN
BURNER,**

Particularly adapted
to Dental Workers.

The heat may be regulated at will from a gentle warmth to a temperature of 2,000 Fahrenheit.

One Quart of ordinary kerosene gives five hours service. Send for descriptive catalogue, 12.

MADE BY

The HYDROCARBON BURNER CO.,
197 Fulton Street, New York.

GLOBE GAS LIGHT COMPANY,

General Agents, and also Agents for the Angle Lamps.
77 & 79 Union St., Boston, Mass.



**Root Beer
in Steins**

Is The

Most

Popular

Draw

Bardwell's

The profit from soda is small as compared with the money that can be made by selling a good root beer. Root beer is a ready seller and a steady one if you serve it attractively and properly.

BARDWELL'S COOLERS involve a new principle that effectually keeps the beverage absolutely icy cold at all times. The whole forms by far the most attractive outfit made. The ware is a beautiful Flemish gray with blue trimmings.

Adds 100 per cent to the attractiveness of your fountain, and placed in a prominent position will sell enough root beer in a week to pay for itself.

All wholesalers carry this outfit but first write for literature giving more detailed information with prices and terms.

CHARLES E. BARDWELL, Holyoke, Mass.

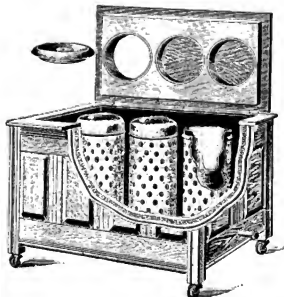


CHOCOLATE COOLER CO.,
GRAND RAPIDS, MICH.

MANUFACTURERS OF

**THE BEST
ICE CREAM
CABINETS**

For use at Soda Fountains. Twenty different styles and sizes made and carried in stock. Write your jobber for Catalogue and Prices.



Wants Them Bound.

Since leaving my drug business in 1899 at West Ossipee, N. H., I have often wished I could see a copy of the SPATULA. It is such a distance over here, and mail is so often lost, that should I subscribe many of the issues would never reach me. Could you not let me have the last volume complete already bound? Or, if not, please send the numbers to a bindery for me, and when bound send same to me by registered mail. I enclose check for \$2.00 in payment for the volume, the postage and binding. Please have a good binding, one that will stand lots of handling. Am not particular as to style.

LESTER W. LORD, M.D.

A. A. Surgeon, U. S. A.

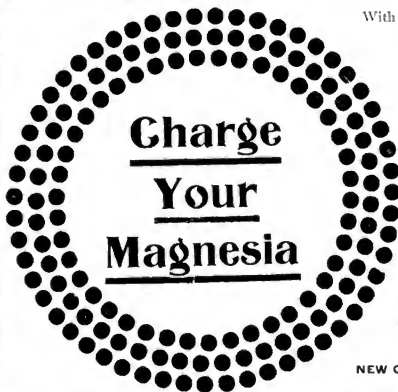
Apurri, Philippine Islands, March, 1902.

RIPANS

There is scarcely any condition of ill-health that is not benefited by the occasional use of a Ripans Tablet. For sale by druggists. The Five-Cent packet is enough for an ordinary occasion. The family bottle, 60 cents, contains a supply for a year.



Boon Companions.
ICE CREAM SODA SERVED FROM A
Bradley Counter Cabinet
is refreshing and healthful. The most convenient and attractive cabinet on the market. A Great Trade Bringer. Made only by the **BRADLEY MFG. CO., New Haven, Ct.**
Also Mfrs. "Burrows' Floor Cabinets."
Circulars on request. Order of your Jobber.



Charge
Your
Magnesia

With our 30 gr. tablets of

**Potassium
bicarb.**

One charges one bottle.
Better than the old way
isn't it?

SHARP & DOHME

BALTIMORE
NEW ORLEANS CHICAGO
NEW YORK

This is the Season

To Look After Your Stock of

BROMA SODA

The "Bromo" which commands the recommendation and prescriptions of your **Doctor Friends.** It is an elegant, efficacious and ethical product.

**Special g. s. & g. l. Jars for Fountain Dispensing,
containing One Pound each.**

THE JOBBERS SUPPLY IT.

WM. R. WARNER & CO.,

Philadelphia,

New York,

Chicago,

New Orleans.

ANTIKAMNIA PREPARATIONS
REGISTERED SEPT. 3 1890.

ANTIKAMNIA POWDERED

ANTIKAMNIA

ANTIKAMNIA & CODEINE

ANTIKAMNIA & HEROIN

ANTIKAMNIA & QUININE

ANTIKAMNIA & SALOL

ANTIKAMNIA QUININE & SALOL



LAXATIVE ANTIKAMNIA

LAXATIVE ANTIKAMNIA & QUININE

MADE ONLY BY

THE ANTIKAMNIA CHEMICAL COMPANY, ST. LOUIS, U.S.A.

"Kymo"

**Reduces the Cost
and Improves The
Quality of** 
Ice Cream. 

WHY not save from 50% to 100% on your ice cream, and, at the same time, serve an article that will *please your patrons*? This can be done by the use of KYMO, which is not offered as a cheap substitute for cream—something that reduces the cost at the expense of quality—but as an *essential* to the *production of the best ice cream* for the soda fountain. We claim that, regardless of cost, KYMO ice cream is *par excellence* for the soda fountain: and, incidentally—not principally—that it *reduces the cost* to a point that allows a *good profit* at *five cents* a glass.

KYMO, unlike other ice cream preparations, is *complete* in itself, requiring only the addition of pure milk, sugar and flavoring to produce the *most delicious ice cream*. This makes KYMO the *most economical* preparation on the market, there being no additional expense for cream, eggs or other substances. KYMO contains the cream and egg qualities—*richness* and *smoothness*—and produces an article that is equal to the very best in body, texture and color. Further, Kymo ice cream will *stand up well* on the plate and in ice-cream soda.

Our descriptive circular will advise you further in regard to *Cost, Quality, Healthfulness, etc.*, and a sample will be sent for 15 cents.

The Kymo Company,

BOX 187A,
LITTLE FALLS, N. Y.

LEAGUE FOR SOCIAL SERVICE.

INCORPORATED, 1895, NEW YORK.

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Six heavy sheets, 3 1/4 inches diameter, poisoned paper, red label, wire staple through centre, called button from its circular form. Kills flies and ants quickly. Retail at five cents.

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Thirty cents per dozen, 3 dozen in fancy display box. Place on show case, sales increase five fold. Pays to push—each box contains a coupon, equivalent to five cents per dozen off.

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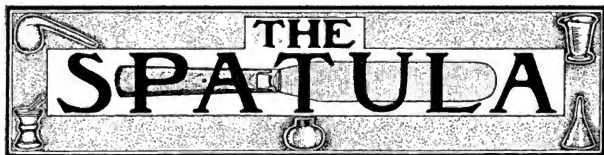
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Free samples through jobbers (one sheet in envelope), brings trade at once. Fly Buttons bear acquaintance, not one year novelty. No mistake made if trial gross ordered from your jobber. For sample write

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Maumee, Ohio.

Mention The Spatula.



May. **New England News Supplement.** 1902.

Commencement and Class Day Exercises at Mass. College of Pharmacy.

The 34th annual commencement and class day exercises of the Massachusetts College of Pharmacy were held on Thursday afternoon, May 13, at Pharmacy Hall, St. Botolph street. Twenty-three lucky candidates, three of whom were women, received the degree of graduate in Pharmacy, and six of pharmaceutical chemist. The class day exercises began at 2 o'clock with an address of welcome by Herman F. Hawthorne. The history of the class was told by Morris Paddock, and Arthur P. Jenkins delivered the class oration. James M. Sullivan was the seer who "with vision clear" uttered the class prophecy, and the farewell address was given by Elwin F. Hatch. Then followed, from 4 to 5 P.M., the graduating exercises, the Rev. Mr. Reese delivering the address, Secretary William D. Wheeler calling the roll, and President William H. Puffer conferring the degrees. The graduating members of the college were:

Graduates in Pharmacy—Herbert Tompkins Blake, Bertram Crocker Cutler, Bertram Allison Dexheimer, Victor B. Dion, Charles Clinton Drake, John Henry Gardella, Herbert Franklin Gerald, Percy Armitte Hall, John Jacob Hammers. Elwin Frank Hatch, Herman Francis Hawthorne, Arthur Paul Jenkins, Edward James Kivlin, John Patrick Lyston, Wilder

Nerxes Macurda, Stephen Tuttle Marshall, Thomas Franklin Mayo, Charles John McQuillan, George Andrew Miller, Mary Quin Phelan, Bertha Pinkham, James Masterson Sullivan, Mary A. F. Whitmarsh.

Pharmaceutical chemists—Howard Dickinson Brewer, Victor Hayleigh Chase, Arthur Adams Jackson, Morris Venner Paddock, Franklin Horton Stacey, Arthur Brooks Wood.

In the evening about 100 of the alumni dined together at the Brunswick. The president and toastmaster was Mr. James O. Jordan, and brief addresses were made by the Hon. Joseph O'Neil, Robert O. Harris, Dr. Thomas J. Bryan, William H. Puffer, Charles F. Nixon, Amos K. Tilden and M. V. Paddock. The speeches were all of a convivial character.

Licenses in Watertown.

The selectmen of Watertown, Mass., gave a hearing recently on the matter of issuing druggists' licenses, and a number of physicians and chemists appeared and spoke in favor of the plan. Licenses of this class were last issued in 1893. In August of that year they were revoked by the selectmen, since which time no sixth-class licenses have been granted. The decision of the board will be made known later.

Death of Mr. Waitt.

The death of Mr. Henry Waitt, after a long illness, occurred at his home in Newton, Mass., on the 7th inst. He was a member of the well-known firm of Waitt & Bond, cigar manufacturers, and was held in high esteem among his business associates.

Holyoke Physician Dead.

Word was received this month of the death in Asheville, N. C., where he had gone for his health, of Dr. Walter Hamilton, a well-known physician of Holyoke, Mass. Dr. Hamilton was born in Holyoke in 1875, and worked in Nugent's drug store during his school years. He received a pharmacist's certificate before entering the Harvard medical school.

Case Continued.

Alvin L. Upson, whose drug store is at the corner of Brookline street and Putnam avenue, Cambridge, Mass., appeared in court recently on a charge of making an illegal sale of liquor. His store was raided on the 11th inst., and between 30 and 40 gallons of liquor of various kinds were seized. His case was continued until the 24th.

Seized with a Fit.

Considerable excitement was caused at Ball's drug store, Holyoke, Mass., recently, when a woman was seized with an epileptic fit on the crowded walk outside. She was taken into the store and a physician hastily summoned. A crowd of about 1000 persons gathered, under the impression that the woman was dying, but she soon recovered sufficiently to be sent to the hospital.

Fined For Selling Soda.

George Waters, a clerk employed at Thompson's drug store, corner of E and 7th streets, South Boston, Mass., appeared in court on the 21st inst., on a charge of violating the Lord's day. It was alleged that on the previous Sunday he had made sales of soda water. He pleaded guilty and was fined \$5, which he paid.

But Few Winners.

April appears to have held small luck for the 71 candidates who presented themselves for ex-

amination before the Massachusetts Board of Registration in Pharmacy, as out of that large number but five passed. The successful ones were: Herbert F. Gerald and Frank E. Mott of Boston, Harold K. Alden and James E. Curley of Springfield, and Gilbert S. Chipman of Cambridge. Examinations were held April 1, 8, 15, 22 and 29 and on the first and last dates not a single one passed.

Meet Governor of Hawaii.

Hon. Gorham D. Gilman, a member of the drug firm of Gilman Bros., Boston, gave a luncheon party at Young's Hotel recently, at which the guest of honor was Sanford D. Dole, governor of the territory of Hawaii. Mr. Gilman was formerly the Hawaiian consul-general at Boston, and was desirous that a number of Boston business men should have an opportunity of meeting the governor and learning more about those islands.

Want Sunday Refreshments.

The Ashland improvement association of Dorchester, Mass., is circulating a petition addressed to the Massachusetts Senate and House of Representatives to legalize the sale of confectionery and soda on Sundays. These petitions have been placed in stores throughout the Dorchester and Roxbury districts, and it is expected that between 15,000 and 20,000 signatures will be secured.

Filled Many Prescriptions.

An interesting window display is that of Charles W. Perry, a druggist of Natick, Mass. It consists of all the prescriptions, numbering 175,000, which have been filled there since the store was established by E. H. Walcott in 1871. Mr. Perry, who became clerk at this store in 1874 and proprietor in 1892, has recently moved into his new store in Clarke's block, which is fitted up in a most attractive manner and is centrally located for business.

Miniature Mont P. lee.

People in Chicopee Falls, Mass., wondered a few days ago if a disaster like that in Martinique had overtaken them, when a series of explosions and a shower of stones and earth began to fall, with the sound of shattering

glass on all sides. Large stones were thrown over the Dunn block, a three-story building in which is King's drug store. The windows in the rear of the drug store were broken, as were also many others in the neighborhood. The cause of the disturbance was the explosion of a blast on the site of a new building going up in the vicinity.

An Auto the Prize.

A Boston drug firm offers an automobile as a prize to the one who guesses the nearest to the contents of a big bottle displayed over the doorway of their store. A ticket is given with each purchase, which entitles the holder to one guess. Perhaps the Technology student who was seen very early one morning recently armed with a huge extension rule, with which he took the outside dimensions of the bottle, may think he is able to figure it out to a nicety, but some lucky though unscientific guesser may spoil his plans.

Poison in the Cream.

A colored woman living in Springfield, Mass., has recently found, at various times, bottles of cream left on her piazza. The first two were thrown away, but the third one smelled strongly of chloroform. It was taken to Wheeler's drug store for examination, and when it was found there was poison in the cream the police were notified. A bag of candy, also smelling of chloroform, was found inside a blind of her house.

Woke Up Late.

A number of the druggists in Holyoke and Springfield, Mass., were on the anxious seat for a time regarding their licenses, as the time for filing their applications had expired before they woke up to the fact. The druggists in the latter city were under the impression that they could not make application for liquor licenses until the state certificates were in hand, but they were mistaken in this as the applications could be filed, though, of course, the licenses could not be granted until the certificates from the State Board of Registration in Pharmacy were received. The license commissioners were lenient with all the delinquents.

Women Graduates.

Mrs. Mary A. F. Whitmarsh, one of the three women who received a diploma from the Massachusetts College of Pharmacy this month, is the owner of a flourishing drug store at 475 Geneva avenue, Boston. Miss Marie Quin Phelan, another successful candidate, is also a Boston girl, and is at present the pharmacist in the dispensary of the Homeopathic Hospital. Miss Bertha Pinkham, the last of the trio, comes from out of town.

Against Sunday Soda Bill.

The Hampden conference of Congregational churches, representing 47 churches and 9000 members, held at Chicopee, Mass., this month, sent a petition to the Massachusetts Legislature against the passage of the bill legalizing the sale of ice-cream, soda water and confectionery by druggists and newsdealers on Sunday. One clause of the petition read: It is a menace to the public health, because a man worn out and jaded with labor seven days in the week is in no condition for the responsible and exacting work of compounding medicines for the sick.

Two Breaks.

E. F. Leonard, a druggist of Springfield, Mass., has been the victim of two breaks this month. On the second inst. his store at 279 North Main street was entered and \$6 in cash taken. Two days later a woman who lives near his store at the corner of Main and Holyoke streets was awakened soon after midnight by a noise and going to the window saw a man coming out of the drug store. In the morning it was found that entrance had been gained through a rear door, and the cash registers had been rifled, the thief, however, obtaining but a small sum. Nothing else was missed.

Their Future Welfare.

A thoughtfulness for the future welfare of their employes is shown by the Weeks & Potter Company of Boston, which is about to into liquidation. Some of these employes have been with this firm from 20 to 30 years, and the company speaks in the highest terms of their competence to other firms who may wish to secure their services.

IV.

THE SPATULA

George E. Ball. The druggists' association at first voted to give the clerks 75 hours a week as a maximum. This caused much dissatisfaction among the clerks, and there was some talk of a strike. This, however, was avoided by a proposition drawn up by the druggists' association at a meeting on the 14th inst., which was unanimously accepted at a meeting of the drug clerks' union on the same evening. The minimum working hours for a week is set at 66, and the maximum at 72. The clerks are to be given a half day and evening every week besides half of every legal holiday. The clerks are also to be given every other Sunday or its equivalent.

Meeting of M. S. P. A.

Norhampton, Mass., has been selected for the twenty-first annual meeting of the Massachusetts State Pharmaceutical Association, on Tuesday, Wednesday and Thursday, June 3, 4 and 5, 1902. The headquarters will be at the Norwood Hotel. The association will select three names to be presented to Gov. Crane for the coming vacancy in the Board of Registration in Pharmacy, caused by the expiration of Mr. Tilden's term. The committee on papers will offer three prizes of \$5 each for the best paper on each of the following subjects: first, some topic in the line of Professional Pharmacy; second, Business Pharmacy; third, Practical Pharmacy. The programme is announced as follows: Tuesday, opening session at 3 p. m., reports of committees; evening, musical entertainment. Wednesday morning, second business session 9 to 12; afternoon, third business session 1:30 to 5:30. In the morning the ladies will visit the Clark School for Deaf and Dumb, and in the afternoon Smith College and the stockinet mill. In the evening there will be a reception to the president and banquet. On Thursday morning after the installation of officers there will be a trolley ride to Amherst, where dinner will be served.

Sunday Soda Bill Passed.

After many vicissitudes the bill permitting the sale of ice cream, soda water and confectionery by druggists, innholders and common victuallers has been passed by the Massachusetts legislature, and signed by the governor.

There was little opposition to the bill in the House, a rising vote showing 112 in its favor with only 17 opposed. When it came to the Senate, however, an amendment was tacked on, which specified that liquor dealers (classed as common victuallers and innholders) could not use the bill as a means to keep open on Sundays. While the general opinion was that the "loophole" would not be tried by liquor dealers, yet it was thought best to make doubly sure, and the bill was sent back to the House for concurrence. After having passed both Houses, Gov. Crane did not approve of the provision permitting newsdealers to sell these articles on Sunday, for while the druggists are under the supervision of the State Board of Pharmacy, and other officers have direct control of the licenses granted the common victuallers and innholders, there is no such safeguard to hold the newsdealers in order. Another objectionable feature was the How amendment, the object of which was to prevent the liquor dealers from availing themselves of the "loophole," but which was awkwardly attached at the end of the whole bill, and on its position put a somewhat different construction on the bill from that intended by the House and Senate. The bill was recalled, and the amendments concurred in by both branches of the legislature, although not without some opposition. It finally received the governor's signature on the 22nd inst.

Considerable Experience.

C. I. Pendleton of Roxbury, Mass., who has had considerable experience in the drug business, is about to re-open the Anderson drug store at Stoughton, Mass. This store has been closed for some time, but with the addition of a fresh stock and a fine new soda fountain it will shortly be in shape for business again.

One of the Few.

One of the very few candidates who succeeded in passing the examination of the Massachusetts State Board last month was Gilbert S. Chipman, who, some months ago, succeeded to the business of the late Alfred A. Laing on Pearl street, Cambridge, Mass. Mr. Chipman was clerk in this store for several years before becoming proprietor.

of that city being one of the leading spirits. Petitions against the granting of liquor licenses to A. R. Vincent, Dr. A. S. Menard and L. J. Laporte were lodged with the State Board of Pharmacy, and at the hearing, where all were represented by counsel, it was decided to withdraw the complaint against Dr. Menard as he had been acquitted by the local court. Considerable evidence both for and against the two other druggists was introduced, and L. G. Heinritz, president of the M. S. P. A., testified to their good character. The outcome of the matter was that the license commissioners this month received letters from the State Board of Registration notifying them that they had withdrawn their request that the granting of licenses to the two druggists be suspended, and Mr. Vincent and Mr. Laporte accordingly received their licenses.

His Work Appreciated.

A most enjoyable occasion was the complimentary reception and dinner given by the members of the Boston Druggists' Association to their fellow-member, Amos K. Tilden, at Young's Hotel on the evening of April 29. Mr. Tilden has long been secretary of the State Board of Pharmacy, and the members of the association took this occasion to express their appreciation of his worth and labors as a member of the board. President F. A. Hubbard presided, and paid a glowing tribute to the guest. Mr. Tilden, as he arose to respond, received a most flattering welcome, and in his brief address he told much of the work of the board. Ex-Congressman Fitzgerald and Hon. Wm. S. McNary in their remarks referred to the proposed repeal of the blue laws relating to Sunday sales. Felicitous remarks were also made by Hon. John W. Weeks, mayor of Newton; Hon. John W. Larrabee of Boston; Hon. Gorham D. Gilman and Capt. William E. McKay, U. S. N.

Report of Drug Trust Denied.

The papers recently published dispatches from Providence, R. I., to the effect that a combine of the leading drug stores in New England is contemplated. The dispatch stated that the proposal was to combine the leading

drug stores in different localities, and retain the present owners in the business, guaranteeing 6 percent for five years, when any of the druggists might withdraw if they so desired. It was further stated that under this plan drugs could be bought at from 15 to 20 percent lower than at present. The Eastern Drug Company of Boston was mentioned as one of the principal firms which would enter the combine. Mr. Charles F. Cutler, treasurer of this company, however, states emphatically that no such action is contemplated by his firm, and is at a loss to know how such a report could have arisen.

N. E. Druggist Burned Out.

A stubborn fire which started in the six-story brick building at 141-145 High street, Boston, early on the morning of the 7th inst., severely damaged the plant of the New England Druggist Publishing Company. Most of the occupants of the building were in the printing and electrotyping business, and all suffered considerable loss. The cause of the fire is thought to have been a defective electric motor in the composing room. The New England Druggist Company prints several weekly papers, besides doing a good deal of order composition, and the damage to their equipment by both fire and water is a serious drawback. The building just across the narrow alley from the burning structure is occupied by Charles Richardson & Co., paints, oils and varnish, and by Howe & French, drugs and chemicals. Had the flames obtained a foothold in this building the situation would have been critical indeed.

To Have Shorter Hours.

The drug clerks' union of Holyoke, Mass., held a protracted meeting on April 22, at the central labor union hall. A committee of three was appointed to visit the druggists of the city and ask that the clerks be required to work only 64 hours a week. The union elected five delegates to the central labor union. The following officers were elected: President, Thos. O'Connor; vice-president, Paul Desmarais; second vice-president, Joseph Campagne; recording secretary, William Hebert; financial secretary, Arthur Hebert; sergeant-at-arms,

Urged to Join the M. S. P. A.

L. G. Heinritz of Holyoke, Mass., gave an address before the members of the Worcester County (Mass.) Pharmaceutical Association last month, and urged them to become members of the State Association, of which he is president. Mr. Heinritz takes a keen and active interest in all matters pertaining to the drug trade, and his skill and tact in dealing with vexed questions are well known. Many of the Worcester druggists are already members of the M. S. P. A., and doubtless the remarks of Mr. Heinritz will have the effect of bringing others into the fold.

What the Books Showed.

As the result of a recent visit of the State Board of Pharmacy's representative to the drug stores in Lawrence, Mass., the board has decided not to recommend the granting of licenses to druggists in that city. The agent's investigation of the record books, it is said, showed that there had been much laxity regarding the law which requires a customer to sign his name each time a purchase of liquor is made. As of course the license commissioners cannot grant sixth-class licenses without certificates furnished by the State Board, the druggists find themselves in an unusual predicament.

New Union.

A Drug Clerks' Union, which has representatives in every drug store in the city, was recently formed at North Adams, Mass. The following officers were elected: President, Joseph Malone; first vice-president, John Farley; second vice-president, Malcom Bryson; financial secretary, C. E. Montagne; treasurer, Fred. L. Bradford; recording and corresponding secretary, Alphonse Girard; guide, Clarence Benjamin; sentinel, Archie Pratt. It is hoped and expected that the organization will prove of much benefit to all interested.

Treasures in a Cellar.

While preparations are underway for removing the stock and fixtures of the Theo. Metcalf Company's drug store from 39 Tremont street to temporary quarters at 36 Court street, Boston, one of the employees recently unearthed 3 cases of Tokay wine in the cellar labelled "1873." This was part of a consignment to the order

of Dr. Oliver Wendell Holmes, for whom Mr. Metcalf was accustomed to import a dozen cases of this wine at a time. The wine was in perfect condition, and several old doctor patrons were notified of the find. A telegram was at once received from a Salem doctor to hold the lot for him. In this same cellar is a barrel of Medford rum, placed there by Mr. Metcalf in 1850. Its contents are not for sale, but once in a while an old friend gets a gill or two as a gift.

Falling Into Line.

The drug clerks of Pittsfield, Mass., are falling into line with those in other cities, and arrangements are now being made for the formation of a union with the same schedule of hours and wages now in effect in Holyoke and other places in the state. A meeting for form 1 organization will be held the latter part of this month, in order that the requests for changes decided upon may be made to the drug firms and if possible that the new schedule may go into effect by June 1. A number of drug clerks from out of town are interested in the movement, and it is possible that a county organization, affiliated with the central labor unions of North Adams and Pittsfield, may be the outcome.

Leading Business Man Dead.

Francis M. Pease died at his home in Lee, Mass., on the 14th inst., after an illness of several years caused by paralysis. Mr. Pease first opened a drug store in Oman's block, Lee, in 1860, and soon after moved to the site of the present store. He was one of the oldest established druggists in Berkshire county, and as well-known as any in the state. In 1884 he became vice-president of the Massachusetts State Pharmaceutical Association, and in 1885, president. He was the first president of the business men's association in Lee, and from his recognized ability as a leader his opinion was much sought in public affairs. All places of business in Lee were closed during the funeral, and many druggists throughout the county attended.

Complaints Unavailing.

Holyoke, Mass., has been the storm centre for complaints against druggists for alleged illegal liquor selling, a well-known clergyman

Around and About New England.

A sub-station of the Boston post-office will be established at Loring's drug store, Dorchester, Mass.

F. S. Taft, druggist Cambridge, Mass., is a petitioner in bankruptcy; liabilities \$1,532, no assets.

Sixth-class licenses have been granted to druggists Adams, Deuel and Morgan of Amherst, Mass.

William H. Stanton has opened a drug store, recently remodelled, at 187 Webster avenue, Cambridge, Mass.

The selectmen of Shelburne Falls, Mass., have granted druggists' licenses to Edwin Baker and W. C. Thompson.

B. J. Couley has bought out C. W. Brown's drug store and stock at Ipswich, Mass., and has taken possession of the store.

Thomas J. Ashe of Holyoke, Mass., who was reported recently as planning to go to Africa, is now in Boston studying pharmacy.

Roderick MacDonald, a druggist of Chelsea, Mass., is a petitioner in bankruptcy. His indebtedness is nearly \$1800 with no assets.

H. F. Burrill, chemist, of Roxbury, Mass., is a voluntary petitioner in bankruptcy, with liabilities of about \$2200 and no assets.

The prescription department of Wm. Goodwin's pharmacy, at Marblehead, Mass., is to be enlarged and improved in the near future.

Ernest Emery, who is employed in a wholesale drug store in Boston, paid a visit to his parents at Turners Falls, Mass., recently.

The druggists of Orange, Mass., to whom the selectmen granted liquor licenses were A. M. Cheney & Co., C. C. Cook and W. H. Wallace.

W. W. Talbot has resigned his position with Geo. G. Brown, & Co., of Sanford, to enter the employ of John M. Stevens at Woodfords, Me.

F. E. Phaneuf, of Hudson, Mass., is the president of the Hudson Drug Co., which

has been incorporated at Augusta, Me., for the purpose of dealing in druggists' sundries. Its capital is \$10,000.

The next annual meeting of the Connecticut Pharmaceutical Association will be held at the Pequot House, New London, June 17 and 18, 1902.

With a view to retiring from business, Samuel H. Harris, a druggist of Methuen, Mass., is disposing of his drug stock at greatly reduced prices.

A verdict of not guilty on the charge of illegal liquor selling was returned by the jury recently, in the case of Louis F. Hubbard, a druggist of Boston.

A fire which broke out in the herb factory of S. W. Gould & Bros., Malden, Mass., caused a damage of about \$1,000, fully covered by insurance.

John Carmody expects to establish a business of his own in Sheffield, Mass., for which reason he has given up his position at Heebner's drug store, Lee, Mass.

Eli Bence, a druggist of New Bedford, Mass., is a voluntary petitioner in bankruptcy. His liabilities are placed at \$4,000, against which he has assets of \$1,800.

After some deliberation the license commissioners of Northampton, Mass., voted to grant Louis Ruder a sixth-class license, accompanied by some good advice.

St. Mary's C. T. A. Society of Malden, Mass., has sent a letter of thanks to the three aldermen who voted against the granting of liquor licenses to druggists in that city.

H. C. Lawrence, for some time past clerk for G. S. Howe & Co., is about to take a similar position at the Mann pharmacy in Stebbins block, Hinsdale, N. H.

N. G. Cofren, formerly in the drug business in Malden, Mass., and who had recovered suffi-

ciently after an operation to leave the hospital in Boston, died recently in Wollaston, Mass., where he had gone intending to make his home.

Albert B. Kelley is soon to open a new drug store in the Buxton Block, Lawrence, Mass. He was formerly head clerk for C. H. Beedle & Co., druggists of that city.

Charles W. Stearns has taken a position as clerk at G. W. Flynn's drug store on Green street, Jamaica Plain, Mass. He was formerly in the drug business in Maine.

S. B. Hamil, who bought the drug store at the corner of Massachusetts avenue and Trowbridge street a short time ago, has been detained from business by illness recently.

W. H. Smiley has been appointed manager of the Haverhill Drug Company's store in Haverhill, Mass. He formerly conducted a drug store of his own in the same city.

I. A. Darling, druggist and postmaster at West Springfield, Mass., paid a visit to his home in Turners Falls, Mass., last month, and brought back with him a fine driving horse.

A valuable parcel of real estate on Court street, Boston, has been bought by A. G. Weeks, of the Weeks & Potter Drug Company. The property is assessed for \$94,000.

Ernest Dalton intends soon to move his drug stock from 146 to 212 Exchange street, Chicopee, Mass. He will put a new front in the store, and otherwise thoroughly refit it for the needs of a pharmacy.

George A. Loring, a druggist of Quincy, Mass., has filed a bankruptcy petition. He owes \$1130, with nominal assets of \$3078, of which \$3000 is represented in a policy of life insurance.

Harry P. Elsey's drug store in Springfield, Mass., was entered one Sunday last month, but as nothing was taken it is supposed that the intruder was frightened away after he had forced the door.

The Gilbert Brothers Company, of which Arnold Scott of Newton, Mass., is president and treasurer, has recently been organized to manufacture chemicals and dyestuffs. It is capitalized for \$200,000.

Harry Houghton and T. W. Mullet, both of Boston, are respectively president and treasurer of the recently incorporated Crystalline Company, to manufacture pharmaceutical preparations. The capital stock is \$50,000.

The police recently captured, in Springfield, Mass., a young man named Boyden who is accused of many breaks. Among the stolen articles found in his possession was a badge of a member of the druggists' association.

Albert E. Booth has been granted a sixth-class license for his drug store at Chicopee Falls, Mass. The delay in securing the licence was due to delay in handing to the license commissioners the certification of the state board of pharmacy.

A number of applications have been made for membership in the branch of the Tabard Inn library which has been established in Smith's Center street drug store, Chicopee, Mass. The first instalment of books has just been received.

One of the three new sub-stations of the post-office department to be established in Springfield, Mass., July 1, will be at Keefe's pharmacy, with D. E. Keefe as clerk in charge. The clerks in charge of these sub-stations receive a salary of \$100.

The throngs of summer visitors to Swampscott, Mass., bring a good volume of trade during the season to the druggists, and Curtis & Bubier, in anticipation of their usual patronage, are having extensive alterations made in their drug store.

The druggists of Revere, Mass., stand but a small show of receiving liquor licenses this year, although a number of them have filed petitions with the selectmen. The temperance people are making a strong crusade against the granting of any licenses, and have already enlisted several of the selectmen on their side.

The building numbered 2370 and 2372 Washington street, Roxbury, Mass., is soon to undergo extensive alterations, and when completed the Hawthorne Drug Company will occupy the entire building. This property is in the midst of a thriving business district, and the company has taken a lease of the building for ten years.

Lots of Them.

Professor Adametz, who has devoted considerable time to the study of the fragrant subject, says that the population of an ordinary cheese when a few weeks old, is greater than the number of persons upon the earth. He has made some interesting researches dealing with the minute organisms found in cheese. From a microscopic examination of a soft variety of cheese he obtained the following statistics: In fifteen grains of cheese, when perfectly fresh, from 90,000 to 140,000 microbes were found, and when the cheese was seventy days old the population had increased to 800,000 in each fifteen grains. An examination of a denser cheese at twenty-five days old proved it to contain 1,200,000 in each gram (about fifteen grains), and when forty-five days old 2,000,000 in the same particle.

The Faster.

Teacher: Now, who can tell me which travels faster — heat or cold?

Johnny Bright: Heat, of course; anybody can catch cold. — Tid Bits.

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That always give satisfaction to your customers:

Hood's Sarsaparilla

Hood's Pills

Hood's Tooth Powder

Hood's Medicated Soap

Advertising matter for any of these preparations will be furnished you free of charge, upon request. A good card for your business will be printed on all books or pamphlets.

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15 and 25c. size, \$1.20 and \$2.00 per Dozen.

ROUGH ON BUNIONS,
35c. per Pkg. \$3.00 per Dozen.

ROUGH ON CORNS,
Liquid or Salve, 15c. \$1.20 per Dozen.

ROUGH ON MOTH, FLY AND FLEA,
50c. per Pkg. \$4.80 per Dozen.

ROUGH ON Roaches, Ants, and Bed Bugs.
25c. per Pkg. \$2.00 per Dozen.

ORDER OF JOBBER.

E. S. WELLS, Chemist, Jersey City, N. J., U. S. A.

"Sherbow's Business Is To Get Business For You."

WHILE I am at all times ready to attend to any little odd job you may want done, such as the writing and designing of a few newspaper ads, a little booklet, folder or circular, yet the most satisfactory arrangement for both of us is one that will give me charge of your advertising regularly.

That means that you will have an experienced advertising man give as much attention to the planning and preparation of your advertising as the manager of any other department of your business would give to his work.

It means that no advertising opportunities will be lost, that for any and all occasions where good advertising matter will help in getting more business, you will be supplied with bright, snappy advertising copy that will place your business in the best possible light before your customers and possible customers.

What is the result? See:

Dear Mr. Sherbow:

Our newspaper advertising is certainly doing good, there's no question about that, but how much of the 30% increase in my business over last year is due to the new ads, you know, is impossible to say—let's be satisfied to say that this is a nice fat increase and that it is due to your advertising methods. JEAN R. TACK, Jeweler and Optician, Newark, N.J.

and all this without any bother or time wasting on your part, without the nerve-racking effort of trying to do something better than the other fellow.

This constant supply of good advertising matter, this careful attention to all the details of your

advertising need not cost you much. Maybe \$5.00 a month will cover your needs, maybe a little more.

I can give this service for little because I divide my time among many clients, give each of them as much time as he needs and give each of them the best of what is in me.

You don't have to make a contract with me, you can stop when you please, when you don't think it is paying you.

Write and tell me what you are doing and want to do, send me some of your advertising matter, and in return I will send you some of my literature, samples of my work and tell you what I can do and what it will cost.

Benjamin Sherbow,
At the Sign of a Business-Getter,
2152 North 30th Street, Philadelphia.

The Advertiser
Who plans, writes and designs
everything that advertises.



The DRUG MILL

Cash with order, \$3.30

Ten Days Trial, - 4.00

Grinds Coppers, Vanilla Beans, Torka Beans, Peanut Butter, all grindable drugs, dry, wet and oily, Graham Flour, Strawberries for syrups, etc.

A. W. STRAUB & CO.,
3737 Filbert St., Philadelphia, Pa



MIZPAH PESSARY.

An unexcelled Uterine Supporter

The center tube holds it in position, and it cannot become misplaced. It is soft, light, and comfortable, easily placed in position, and just as easily removed. Send for descriptive circular to

Walter F. Ware. 512 Arch St., Phil.

DO YOU WANT

**AD IDEAS?
CUTS?**

THOUSANDS IN STOCK. NEW ADS EVERY WEEK.

Send address on your business stationery for invaluable information, which we send **FREE!**

HARPER SYNDICATE, - COLUMBUS, OHIO.

Webb's Ice Shaver.



It shaves ice as fine as snow. The blades of the shaver are adjustable, so as to shave coarse or fine, as may be desired. The machine weighs about 16 pounds.

Each, Net.

Japanned and Ornamented - - \$12.50
Nickel Plated - - - - - 23.00

FOR SALE BY THE JOBBING TRADE GENERALLY.

MENTION THE SPATULA.

A Testimonial.

Gentleman (to village cobbler): "What's that yellow powder you're taking so constantly, my friend?"

Cobbler: "It's snuff — catarrh snuff."

Gentleman: "Is it any good? I'm somewhat troubled that way myself."

Cobbler (with the air of a man who could say more if he chose): "Well, I've had catarrh for more'n thirty year, an' I've never took nothin' fer it but this!" — Tid Bits.

Which One?

"Here are half-a-dozen prescriptions I would like you to make up as soon as you can," wheezed Rivers.

"I can see they are all for the cure of a cold," remarked the chemist, looking them over.

"It's like this," explained Rivers. "When I had my last cold I tried all these. One of 'em cured me; but I can't remember now, confound it, which one it was!" — Tid Bits.

The sun's flames spring at times to a distance of 350,000 miles from its surface.

FIND OUT WHY



**ROWE'S
NO-THUMP
TUMBLER
WASHER**

Is cheaper **\$15.00** than any
At ————— other at — 0,

By writing for circular to

L. L. ROWE,

20 Portland St., - Boston, Mass.

DENNISON'S	
"Standard" Powder Papers.	"Fine Red" Sealing Wax.
Our "Standard" Powder Papers are always the same in weight, color, thickness and quality. Careful Druggists use them.	We manufacture all grades and colors of Sealing Wax and recommend for Druggists use our "Fine" grade in red, green or black.
<div style="display: flex; justify-content: space-between;"> Specify DENNISON'S. All Jobbers. </div> <div style="display: flex; justify-content: space-between; font-size: x-small;"> Catalogues and Samples sent on application. </div> <div style="text-align: center; font-weight: bold; font-size: small;"> DENNISON MFG. CO. </div> <div style="display: flex; justify-content: space-between; font-size: x-small;"> BOSTON. NEW YORK. PHILADELPHIA. CHICAGO. ST. LOUIS. CINCINNATI. </div>	

Druggists!! If you have not accepted our **SPECIAL OFFER!!** Why?

**Chichester's English
Pennyroyal Pills.**

Are a standard, quick selling **STAPLE ARTICLE**!

Let us hear from you, mentioning **SPATULA**

Chichester Chemical Co.
Madison Square. Philadelphia, Pa.

THE STANDARD OF EXCELLENCE.

Established in 1840.

HENRY TROEMNER,
710 MARKET ST., PHILADELPHIA.



MAKER OF

**Druggists' Fine Counter Scales,
Prescription Scales, Weights, &c.**

The Old Reliable, no experimental, patented principles used. They are used exclusively by all the United States mints and assay offices, and by all the leading Universities, Colleges, &c.

Price List on Application.

Every scale has our name stamped upon it — none others are genuine.

All From Alcohol.

The total income from the Russian Government sale of alcohol, together with the tax on the private factories, is estimated for 1901 at 390,000,000 roubles, or about \$200,000,000. No other single item of the Russian Imperial Revenue yields such a sum, which is just sufficient to cover the whole military and naval expenditure of the country.

A Mistake.

A well-known Brooklyn physician of Spanish extraction has not yet mastered the intricacies of the English language. Some time ago the doctor had occasion to send a specimen of urine for chemical examination to a druggist who attends to this work for the physician. A servant was dispatched with the instructions that the druggist should "taste" it. The fluid was in an ordinary wine bottle, and the German druggist eagerly swallowed a good draught, and immediately declared it to be the worst wine he had ever had the misfortune to sample. When the doctor informed him that it was a specimen to "test" chemically, the druggist was enlightened but not satisfied.—Medical Record.

CAUTION!!**ALBOLENE**

(Trade Mark Registered.)



We would call the attention of the trade to the fact that the word **ALBOLENE** is our registered trade mark. We learn that certain parties are putting up and offering for sale under the name of "Albolene" and "Liquid Albolene," a preparation not of our manufacture. **ALBOLENE** and **LIQUID ALBOLENE** are put up only in trade packages, under our label. We desire to caution the trade against handling such infringements, and to state that we intend to fully protect our rights in all our trade marks. We shall be obliged if our friends will notify us promptly if counterfeit packages are offered them.

**McKESSON & ROBBINS,**

91 FULTON ST., NEW YORK.

"For he doth give us bold advertisement."
"More Light."—Goethe. —Shakespeare.

**ILLUMINATED MORTARS AND SIGNS.**

[McLewee's Patent.]

For Oil, Gas or Electricity. New Designs, Artistic Finish.
Striking Effects. The Best and Easiest Advertisement.

Write for Complete Catalogue to

THOMAS HUGHES,

Successor to F. McLewee & Son.

20 CLINTON PLACE, NEW YORK.

Eureka Tablet Machine.**Absolute Guarantee.**

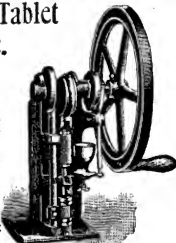
Will compress
100 tablets a
minute, any size
up to 10 grains.

\$25.00.

Three Sets of Dies

Write for
Particulars.

**F. J. STOKES
MACHINE CO.,**
Thompson & 9th St
Philadelphia, Pa.



N. Y. Representative,

FRANK P. WISNER, 46 Cliff Street, N. Y.**NO ARGUMENT NECESSARY**

The Wil-low Way is the best way to make your
Perfumes—simply add alcohol and water to the
Wil-low Floral Oils. One ounce makes 8 ozs.
Perfume or 32 ozs. Toilet Water. We want 75 cts.
We send you 1 oz. Wil-low Oil of White Rose.
A request brings full information.

The Willis H. Lowe Co., 247-249 Atlantic Avenue, Boston.

**MOUNT WASHINGTON
IMPERVIOUS
BOXES** FOR DRUGGISTS.

in strength, lightness,
and beauty of finish,
superior to all others. $\frac{1}{4}$
oz. to 16 oz. Black
Walnut and Silver
Poplar. Specify "Mt.
Washington" in order-
ing of wholesaler.

Mt. Washington Box Co.
PRESTON & MERRILL, Proprietors, Boston.

—THE— **PRI-MO** **THE BEST**
LADIES' SYRINGE
MANUFACTURED
The Medical Profession endorses
it. You should know about it.

Write us.
E. J. HUSSEY & CO.,
80 John Street, New York City.

OFFICE OUTFIT.

Consisting of twenty-five rubber stamps very necessary in any live business house, as follows:

Answered, Billed, Collect, Charged, C.O.D.,
Credit Bill, Delivered, Copy, Paid, Dictated By,
Original, Shipped, Express Paid, Duplicate,
Terms Net, Please Remit, Please Receipt, ,
Freight, Ship Via, Received, Freight Paid,
Returned, Expense, Express.

A pad worth 15c. a dater worth 25c. Nicely
arranged in a wood box.

All by mail post paid \$1.10

With the Spatula one year, \$1.50.



IT IS AN EASY MATTER TO CONVINCE YOU

That the card system is the
correct and simplest system
for keeping track of your
prescriptions; that it
saves time and money
and prevents mis-
takes—if you will

**ACCEPT
THE
FOLLOWING OFFER.**

We will send, all charges paid, an entire
card outfit, consisting of an 11 inch highly
polished, quartered oak cabinet, full set
of heavy bristol cards, ruled and indexed
alphabetically or by dates, a lot of sample
cards, and a four month's subscription to
our System for **One Dollar.**

SHAW-WALKER CO.
MUSKOGON, MICH.

YOUR SODA FOUNTAIN

Managed by mail for one year at $\frac{1}{2}$ my regular charge if you send me the $\frac{1}{2}$ rate coupon.
My half price offer is \$25 cash, or \$10 down and \$5 a month for 4 months.

I MAKE FOUNTAINS PAY!

It is my business. I have been doing it for years, and I can make yours pay also. I can manage your fountain by mail, thus giving you the services of an experienced buyer at a very low figure.

I will plan your menu, instruct you in making syrup, and in serving drinks.

HALF RATE COUPON.

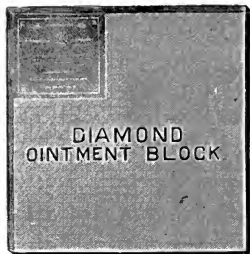
Cut this out and save \$25.00. This coupon will be accepted as \$25.00 for 30 days from date of publication.

Don't DELAY but send in your application AT ONCE.

I am making this offer that I may establish more firmly my rapidly growing business, and to enable every one, no matter how small their business, to avail themselves of my services. What I do for you is to plan your menu, tell you how to make your syrups, and dispense your drink. When desired I buy for you or instruct you what to buy. I give you advice on every point of difficulty, in fact I aid you in every way I can by mail. Do not delay but start at once. It will pay you to do so now.

E. F. WHITE, Soda Water Expert,
P. O. Box 16, LONG ISLAND CITY, N. Y.

Diamond Ointment Block



NO more scrubbing dirty ointment slabs. Use a DIAMOND Ointment Block and the worst features of ointment making are removed. The "Block" is merely a pad, like an ordinary writing pad, made of impervious sheets of purely vegetable paper. All you have to do is to mix your ointment, and, when finished, tear off a sheet and you are ready for another. What could be easier or cleaner? Its popularity bespeaks its practicability.

12x12, each net, 50c. 8x10, each net, 35 c.
6x6, each net, 25c.

With an order for three of any size or for three assorted we will deliver to your door. When ordering one simply enclose 25 cents extra to cover cost of express.

FOX, FULTZ & CO.

31 Warren St., New York.

18 Blackstone St., Boston.

Mr. Bangs Talks Business.

The druggist has no exemption from the general rule of all mankind, or at least that portion of it which caters to all the rest in a business way. Most druggists make the mistake of thinking they are exempt.

The hotel or restaurant in which is served even very good food would never rate in the minds of its patrons as first class if the service was slipshod. Yet you will see advertised in the meanest of places, first-class meals, etc. Possibly the proprietor may have that impression, but it does not convey to the public.

Almost every druggist advertises pure drugs and medicines. This is so common it has lost all force. I remember looking into a drug store in the far South where they had only a mud floor and about as mean a specimen of unthrift as is possible to imagine, and yet a large sign announced "Headquarters for Pure Drugs and Medicines." It may have been so but there was no sugar coating to enable you to swallow it at sight. A dealer loses reputation who makes a statement that the surrounding conditions do not seem to back up. It is much cheaper in the long run to tell stories that seem to be borne out by facts.

It's a question of good and bad advertising. The man who expects to trade upon the credulity of the public under the presumption that a new fool is born every few minutes, is apt to run out of stock, especially in a small town. Good advertising consists not only in handling good goods, but in presenting that impression so fully as to leave no possible doubt. When you are in a position to demonstrate the fact that your goods are the best to be obtained in every essential of your establishment, you can go forth and shout it from the housetops as loudly and as frequently as you choose with full faith that you are not exercising your lungs simply as a healthy pastime.

I possess the belief that, in a business way, there is so much truth that may be told, and well told, that no good business man need ever have recourse to anything else to do all the advertising and all the business that is required. No good business man will ever live long enough to tell all the truth that may be said about a

good and honest business. If he tells that in its best and most effective manner, he will never have any time or excuse for resorting to lies. But he is lacking in best business judgment who doesn't have the appearance of fact as well as the fact itself.

Hence may have arisen that old adage that "a lie well stuck to is better than the truth half told." That's about the position in which the druggist places himself who may have ever so good goods which don't look it simply because he practices the greatest possible extravagance under the plea of economy by failing to place his store in such condition as to impress his customers with the full value of his merchandise and all that he claims for it.

There was a time in my experience in the drug business when with a good location you had only to buy your goods, arrange them conveniently upon your shelves and calmly await the coming of your customer. Competition, advertising and the department store have brought us face to face with another proposition.

I believe the future holds out as great an inducement in the business as ever, but only to those who are prepared to fully face existing conditions. It is the taking advantage of these conditions to which I am trying to introduce my customers.

Many of these have reached a degree of prosperity in the drug business which has no parallel in the history of that business as conducted along the lines of a quarter of a century ago. The same relative prosperity is possible to anyone who has the courage to bravely grapple with the question now.

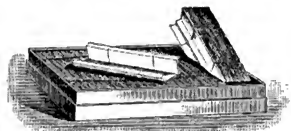
I know the roads traveled by others. If you want to achieve what others have achieved in proportion to your opportunities, I am ready to talk it over with you when you are ready to listen; when you want business and have the courage to adopt the strenuous methods that will as surely bring it as daylight follows dawn.

My "smoke talk" is ended. I pass up the pipe to you and wait your words of wisdom.

C. H. BANGS, Pres.

C. H. Bangs Druggists Fixture Co.,
Jewelers' Building, Boston, Mass.

Up-to-Date Druggists use



Marston's Machine Folded Powder Papers.

They not only save time and labor, but enable him to dispense a uniformly folded powder. Our paper is made expressly for us, and is free from all chemical impurities. The folded papers come packed in boxes of 1,000 each size, at the following prices:

Numbers.	Price per 1000	Size when folded
1	.30	1 1/4 x 3/4
2	.40	2 1/4 x 1 1/16
3	.45	2 7/16 x 3/4
4	.45	2 1/2 x 3/4
5	.50	2 3/4 x 1 1/16
6-B	.50	2 3/4 x 1 1/16
7	.60	3 1/16 x 13/16
8-B	.70	3 3/16 x 13/16

Estimates for any size and quantity, furnished upon application. Special contracts made with large manufacturers of Rochelle and Headache powders. Samples sent FREE on application by mentioning THE SPATULA. For sale by all wholesale druggists and dealers in druggists' sundries.

A. L. SOUTHER, General Agent,
73 Green Street, Boston, Mass.

Leonard's Pocket Anatomist.

(Founded upon "Gray.") 300 pages, 103 illustrations. Used in the Medical Colleges of the United States, Canada and England. 20,000 copies sold. The engravings are exact, as they are produced by photography from the English cuts of Gray. Contains full description for making incisions for dissections and post mortems; also full details of visceral anatomy, brain and all the special organs. Also each bone; its pronunciation, points of interest; number and name of muscles attached; each muscle; its origin; insertion; nervous supply; pronunciation, etc., and each artery, vein and nerve. Classified table of the actions of the muscles and chapter on the anatomical triangles, spaces and hernia.

Chapter on Gynaecological Anatomy, giving muscles of female perineum, nervous and blood supply of the female genitalia. (This is not given in your anatomy.) Anatomical points worth remembering. Total circulation. Time of eruption of teeth. The most complete and best illustrated compendium of anatomy issued.

Flexible Leather, postpaid \$1.00; with the SPATULA one year, \$1.25.

Gray's Pharmaceutical Quiz Compend.

Twelfth edition. Based upon the new pharmacopoeia. Thoroughly revised with many valuable additions. Designed to assist those desiring to pass an examination before any state board or college of pharmacy. It contains questions asked by all state boards and colleges of pharmacy, with the answer to each question, the subjects of pharmacy, botany and chemistry are treated in a condensed, practical way, enabling one to learn them in the shortest possible time. This book will also be found very useful for daily reference as to doses, poisons, antidotes, incompatibilities, new remedies, explosive compounds, synonymous names of drugs, and a variety of other subjects. Over 200 pages, bound in cloth, indispensable to beginners. Price post paid, \$1.50; with the SPATULA one year, \$2.00.

DRUGGISTS' EXCHANGE.



Any paid-up subscriber to the SPATULA may have inserted one time in this column free of charge, a notice of four lines calling attention to any article which he may wish to sell or exchange with a fellow druggist; this may include drug stores for sale, drug stores wanted, clerks wanted, positions wanted, articles for exchange, etc. Others may have similar notices inserted on the payment in advance of 50 cents per issue. Each additional line 10 cts.

WANTED: A young man, experienced medicinal tablet maker. Address Box 215, Wellesley, Mass.

A SODA DISPENSER is open for an engagement with a first-class house. Habits and references A. I. Married. Address W. R. B., SPATULA, Boston.

FOR SALE: Drug store in Bridgeport, Ct., on busy street, well located, *quick, cash, cheap.* C. S. Goodell, trustee, care of Cyrus Pharmacy, Bridgeport, Ct.

FOR SALE: First-class drug store, doing business \$6000 per year, invoice between \$2750 and \$3000. A bargain. Have other business. Address J. E. Gasson, Forest, Ohio.

FOR SALE: Five gallon Ice Cream Cabinet made by the Chocolate Cooler Co. In perfect condition, and keeps cream 24 hours with one packing. Reason for selling, business has outgrown it. Cost new last season \$15, sell for \$8. A. C. Rogers, Gloucester, Mass.

WANTED: A position by young man, by May 1st, 21 years old, 4 1/2 years experience; will graduate from Purdue School of Pharmacy in March, with intentions of registering in several states, speaks and writes English and German. Address W. C. Freund, 143 Grant street, W. La Fayette, Ind.

Shinn's
Liquid Rennet
Has No Equal.

**OVER 1000 PRESCRIPTIONS
AND FAVORITE FORMULÆ,
From Authors, Professors and Practising Physicians.**

The various Formulae contained in this volume are *practical prescriptions* of new and old remedies for the various types of diseases that afflict mankind. They are *favorite ones*, of the various authorities, for the diseases indicated. The *Index* is full and complete, thus rendering the whole book easy of access. The volume is copiously interleaved, so that on the blank pages can be recorded any other prescription suitable for any disease that is on the opposite page of the book; the complete index thus indexes each new formula you may see fit to copy into the pages of the volume.

The whole is comprised in a handy cloth-bound volume of nearly 300 pages, and will be mailed to any address upon receipt of its price, \$1.00, with THE SPATULA, one year, \$1.50.

BAYER PHARMACEUTICAL PRODUCTS

We are sending to Physicians throughout the United States literature and Samples of the two latest additions to the list of the Bayer Pharmaceutical Products:

AGURIN

THE NON-IRRITANT DIURETIC.

SALOQUININE

A TASTELESS AND IMPROVED QUININE.

You will have call for them.

Order a supply from your jobber.

Write for literature to

FARBENFABRIKEN OF ELBERFELD CO.,

Selling Agents for the U. S.

P. O. Box 2160.

40 STONE STREET, NEW YORK.

THE NATIONAL INSTITUTE OF PHARMACY.

Do you desire to Prepare for a Board of Pharmacy Examination, or for other reasons to improve your knowledge of Pharmacy?

Have you a clerk or apprentice to whom you desire to recommend a profitable and inexpensive course of study?

The National Institute of Pharmacy

supplies a course of HOME STUDY at once thorough, practical and inexpensive. It consists of

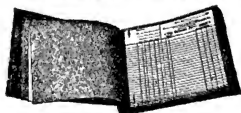
Printed Lectures Mailed Semi-Monthly.

to students, there being two terms of twelve lectures each, the full course occupying therefore a period of one year.

Announcement giving full particulars, method, course, lectures, cost, etc., mailed free upon application.

National Institute of Pharmacy,
358-362 Dearborn St., Chicago.

PETTY LEDGERS. -- THREE KINDS.



No. 2.

No. 1, with 1000 Printed Billheads, C.O.D., \$4.00

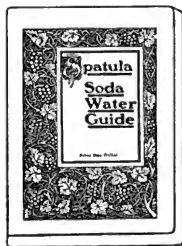
No. 2, with 1000 Printed Billheads, C.O.D., 5.00

(With one year's subscription to THE SPATULA, 50c. extra)

EACH is INDEXED,—arranging the bills alphabetically. Is CONVENIENT,—transient accounts are posted at once to its pages, the bill being made out as fast as charges are made, and pages are perforated to tear out. Is ECONOMICAL,—saves many times its cost in blank books, bills, time and labor, and therefore money. Is SIMPLE,—can be understood at a glance, the name of the customer being written at once for both charge and bill. Books are always posted; bills are always ready. New bills can be inserted in one minute, without disturbing those in the book. The amount of a bill can be found immediately.

Send for descriptive circular and sample pages. The best and most economical system of book-keeping for all kinds of retail merchants.

THE SPATULA, Boston.



A Book

That will tell you
how to make from
\$500 to \$1000
out of your fountain every month.

450 Subjects

and more are touched upon in the *Spatula Soda Water Guide*. It begins by telling the reader how to set up his fountain, how to arrange his counter, how to get the best results from his ice-box and what to do with all the numerous accessories that now go with a fountain.

Its Formulas

of which there are many hundred have all been tried and found workable and profitable. Particular instructions are given for making all kinds of plain and fancy syrups. It contains scores and scores of valuable hints and suggestions that can be found nowhere else.

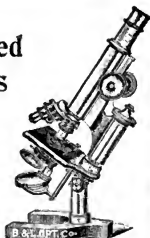
PRICE, Postpaid, \$1.00
With *THE SPATULA* one year, \$1.50.

An Even
Hundred
Dollars

will buy a

BB8

Micro-
scope



The most reliable, accurately built, complete, and desirable microscope ever offered for \$100.00. Meets every requirement for Bacteriology, Histology, Pathology, Biology, Urinary Work, Etc. Two eyepieces $\frac{1}{2}$ and $\frac{1}{4}$ dry and $\frac{1}{2}$ Oil Immersion Lenses, Abbe Condenser and Iris Diaphragm, and Triple Revolving Nosepiece. Used at Cornell, Harvard, Yale, University of Chicago, College of P. and S., and scores of other prominent laboratories.

CATALOGUE FREE

Write for Cash Discount.

BAUSCH & LOMB OPTICAL CO.
New York. ROCHESTER, N. Y. Chicago.

5 Seconds By the Watch

In our Hypodermic Tablets we aim to attain thorough and rapid solubility. How well we have succeeded may be demonstrated by a very simple test. With an open watch before you, drop one of our Hypodermic Tablets into a syringe, half to two-thirds filled with lukewarm water. Shake vigorously, and in five seconds, or less, the tablet will have dissolved completely. Quick and complete solubility is what your physicians require in a Hypodermic Tablet, and they will get it if you supply OURS.

PARKE, DAVIS & COMPANY

Home Offices and Laboratories,
DETROIT, MICHIGAN.

BRANCH LABORATORIES: Hounslow, Eng., Walkerville, Ont. BRANCH HOUSES, New York, Kansas City, Baltimore, New Orleans, Chicago, London, Eng., and Montreal, Que.

LANOLIN

BRITISH

Or ADEPS LANÆ U. S. P.

OUR PRICE for a 1 lb. can is

If your lobster
will not sup-
ply it send to
us direct.

35c.

7, 14 & 28 lb. cans,
cheaper in propor-
tion. Special quota-
tions for quantity.

EVANS AND SONS, Lim., 133 William St., N. Y.

Liverpool. London. Montreal, Can.

RELIABLE REMEDIES INCREASE YOUR TRADE.

DO YOU KNOW



Tracheal Drops save the Babies from Croup. Thousands of mothers have used and blessed this grand remedy for Croup, Coughs and all Bronchial troubles. Price, 50c.

Hurlburt's Rubini Camphor Pills, invaluable to travellers for Cold in the Head, Cramps and Diarrhea; also prevent contagious diseases. The ideal and safest way of taking camphor. Price, 25c. HURLBURT & CO. Sole Props., 575 Madison Ave., New York.



ADVERTISE Your Business in 1000 different ways, send each copy & order of us

1000 ADVERTISING GUMMED LABELS 50c

This size, ass'd color'd paper, printed to suit, prepaid in Special Box in 6 days. Best idea for Price-Marks out

S. GUMMED LABEL CO.
337 N. 10th St., Lancaster, Pa.

THE FOX AUTOMATIC FILING BAND.



Samples free to any business house or professional man.

IRVING P. FOX, Boston, Mass.

EASTERN DRUG CO.



*Importers
and
Wholesale
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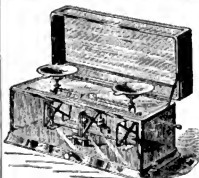
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